A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

August 19, 1963

new countries—new markets

Business Bulletins *from around the world*

AFGHANISTAN—Ministry of Mines and Industries has announced discovery of natural gas, estimated at 10 billion cubic meters, at Yatim-Taq in northern Afghanistan. New find, together with that previously found at Khwaja Gogirdak, increases Afghanistan's estimated reserves of natural gas to approximately 50 billion cubic meters.

Afghanistan contemplates using natural gas in 24,000-kilowatt power plant which will provide power for chemical fertilizer plant to be constructed in province of Mazar-i-Sharif.

AUSTRALIA—Contract for work on Snowy Mountains Hydro-Electric project in New South Wales has been awarded to U.S. firm, Kaiser Engineers & Constructors Inc. Company will build Khancoban Dam to control flow of water diverted from Snowy River and its tributaries into Murray River. Water will also be used to generate power at 2 hydro-electric stations. Bid price was about $4.4 million, about 27% below estimated cost.

Combine of 2 Australian firms and a U.S. firm have been awarded $34,880,000 contract to build first stage of U.S. Naval radio communications station at North West Cape, Western Australia. Station to provide communication with surface and undersea craft operating over wide area of Indian and Pacific oceans. Similar in design to one completed at Cutler, Maine, in 1961. Successful contractors are Paul Hardeman Inc., engineering, manufacturing and construction subsidiary of Universal American Corp., and Australian firms, Concrete Industries, Ltd., and Hutcherson Bros. Pty., Ltd., of Sydney. Project to be completed within 2 years.

BELGIUM—Honda of Japan to open motorcycle factory at Erembodegem, near Aalst. Production of 10,000 motorcycles per month for distribution and sale in Common Market planned.

BURMA—Government announced that commission agency business would be taken over from private sector and handled by Government, effective August 1. However, firms in Burma Economic Development Corporation (BEDC) would not be affected.

FRANCE—Lyons plans 3-mile subway by 1960, costing $50 million. Contractor to use U.S.-invented "bentonite" building material to keep nearby buildings and roads from damage during construction.

New synthetic rubber plant near Strasbourg, set up by Polymer Corp., Ltd., and employing 170, to produce 18,000 tons a year, 60% of which to be exported.

Trade agreement with Bulgaria calls for increase in trade between the two countries to annual total of $40 million.

IRAQ—Minister of Planning stated that international tender for design of Kirkuk sulphur recovery project would be announced Aug. 10. Kirkuk plant will utilize 950 million cubic meters of natural gas to produce 100,000 tons of sulphur annually.

JORDAN—Hejaz Railway Committee has formally abrogated contract with Saudi Arabian contractor for rehabilitation of Hejaz Railway. New tenders to be issued for rehabilitation of railway based on revised specifications which are as yet unprepared. Final date for acceptance of new tenders is Aug. 30.

MOROCCO—Banco Inmobiliario Mercantile de Marruecos of Tangier and Banque Marocaine pour l'Expansion Economique of Casablanca have merged under name of Union Marocaine de Banque. Combined capital of new bank will total $1 million before year's end. New bank first in which Moroccan private interests have majority. American interests total 30%.

NEW ZEALAND—Government and USSR signed Trade Agreement providing reciprocal MFN treatment. Agreement effective immediately for next 4 years after which it remains in force until either country gives 3 months notice of termination. Agreement provides MFN treatment for all matters concerning trade and shipping and applies to all customs duties, prohibitions and restrictions except for NZG commonwealth preferences and trade accommodation by USSR for adjoining countries.

SOMALI REPUBLIC—Somali Government and Alitalia, Italian Airlines, have signed agreement establishing Somali Air Lines. New airline will service interior of Somalia and ultimately will engage in international traffic. Government and Alitalia each hold 50% of capital. Somali share is represented by three DC-3's donated by United States.

SUDAN—Recently released statistics indicate Sudan's per capita income now estimated at about $100. Foreign investments in 1962 were evaluated at $66 million, over three times amount recorded in 1961.

Interdepartmental Board recently formed to give central policy direction to all Government-owned industries such as tannery, sugar schemes, and Sudan Shipping Lines. This Government Industries Board will function like board of directors of holding company, and relieve Ministry of Commerce officials of responsibility for supervising operations of these various enterprises. All such Government-owned enterprises will have separate budgets but receive necessary loans or subsidies from Central Government. When enterprises attain financial viability, Government will divest itself of them by sale to public.

SWITZERLAND—Nestle of Switzerland and Kyowa Hakkokogyo of Japan to set up joint organization to produce monosodium glutamate in southern Italy. Nestle is supposed to contribute 55% of $2.8 million capital and be responsible for worldwide distribution.

Escher Wyss of Zurich has secured orders for supply of Kaplan turbines to Brazil. Four 47,000 hp. turbines will be delivered to Barra Bonita hydroelectric power station in state of Sao Paulo. Two similar 70,000 hp. turbines will be supplied to the Jurumirim power station.

U.S. Department of Commerce

Luther H. Hodges
Secretary

Franklin D. Roosevelt, Jr.
Under Secretary

Jack N. Behrman
Assistant Secretary for Domestic and International Business

Thomas G. Wyman
Deputy Assistant Secretary for Domestic and International Business

Eugene M. Braderman
Director, Bureau of International Commerce

Daniel L. Goldy
Administrator, Business and Defense Services Administration

Frederic S. Otis
Managing Editor

America A. W. Favale
Director of Graphics

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Address correspondence concerning editorial content to: The Editor, International Commerce, U.S. Department of Commerce, Washington, D.C. 20230

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the cover

Fifty countries have gained their independence within the last 20 years, from Iceland in 1944 to Uganda last October. For the U.S. businessman who wants to get into the export field, or who wants to increase sales abroad, the new countries mean new markets. U.S.-sponsored trade missions to many of these areas, and the many trade fairs abroad, help businessmen take advantage of these opportunities.

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Measures to balance trade concessions

By CHRISTIAN A. HERTER
Special Representative for Trade Negotiations

The United States Government regrets that the European Economic Community has not found it possible up to the present to reduce the current very high level of protection on poultry imports into the Community. Accordingly, we have announced the scheduling of public hearings for the purpose of deciding upon the specific items on which tariff concessions will be withdrawn.

For more than a year, United States poultry exports to the Community have been severely curtailed by a system of variable levies. On poultry exports to West Germany, charges have been increased repeatedly, from 4.9 cents per pound to the present 13.43 cents per pound. During this time, the United States has patiently and repeatedly sought to obtain modifications in this system to make it less restrictive. When efforts pursued through the normal channels of diplomacy failed, the United States on May 31, 1963 invoked its rights under the protocol signed with the EEC on March 7, 1962. Under that protocol, the United States retained the rights it had as of September 1, 1960.

Negotiations under this protocol began in Geneva on June 25, 1963. Unfortunately, the EEC negotiators did not have authority to take action on the proposals put forward by the United States. This authority was not forthcoming either at the July 11-12, 1963 meeting of the EEC Council of Ministers or at its meeting of July 29-30, 1963.

U.S. trade restricted

During the year that the EEC system of charges on poultry imports has been in effect, the trade of the United States has been unreasonably restricted. In view of the failure to obtain relief from the recent meeting of the EEC Council of Ministers, the United States Government has now found it necessary to list the concessions it might withdraw from the EEC in order to restore the balance of GATT benefits between the U.S. and the EEC—and to seek public views which will enable it to make a final selection.

The United States has informed the EEC Commission, the EEC member states, other affected Governments, and the Executive Secretary of the GATT of the steps being announced.

The items listed in the accompanying box are those being considered for possible withdrawal of concessions. Care has been taken in the selection of these items to ensure that any increase in duties finally decided upon will have a minimal effect upon trade between the United States and third countries. The hearings will begin September 4, 1963.

Following these public hearings, the United States will select from this list items totaling $46 million in EEC trade on which concessions will be withdrawn. Formal notice will then be given to the GATT Contracting Parties of these withdrawals, and in accordance with the GATT will not go into effect until 30 days later.

PUBLIC HEARING

The Trade Information Committee in the Office of the Special Representative for Trade Negotiations has ordered a public hearing with respect to proposed increases in rates of duty on certain articles to be selected (see accompanying box).

The purpose of the public hearing will be to receive information and views concerning the economic effects of an increase in the rate of duty on listed articles.

The purpose of such increases in rates of duty would be to redress the imbalance of tariff concessions between the U.S. and the European Economic Community arising out of the withdrawal of a German tariff concession on poultry, which has been followed by the imposition by the EEC of unreasonable import restrictions upon U.S. exports of frozen poultry. Such increases in rates of duty as are finally decided upon would be proclaimed by the President pursuant to section 252(c) of the Trade Expansion Act of 1962.

The public hearing will be held beginning at 10:00 a.m., e.d.s.t. on Wednesday, September 4, 1963, in the Hearing Room of the Tariff Commission, 8th and E Streets, NW., Washington, D.C., (3rd Floor, F Street side).

A request to present oral testimony shall be submitted in writing to the Executive Secretary of the Committee on or before Wednesday, August 21.

Any such request shall include the name,

ARTICLES ON WHICH CONCESSIONS MIGHT BE WITHDRAWN

(In $ Million)

Item	1962 U. S. Imports From EEC	1962 U. S. Imports From Other Important Suppliers
Wine	22.4	1.1
Trucks and buses	14.8	0.7
Photographic papers	10.2	0.4
Motion picture film	2.0	—
Film, not motion picture	13.6	5.8
Gelatin	4.1	1.3
Caffeine	2.8	0.4
Theobromine	0.1	—
Dextrine	2.2	—
Potato starch	0.2	—
Steel flat wire	1.7	0.3
Cigarette papers	1.5	—
Stainless steel cloth	2.1	0.2
Flower bulbs, roots, etc.	3.8	—
Scissors and shears	2.5	0.4
Brandy	12.1	0.9
Man-made yarn	6.15	1.1
Roquefort cheese	2.0	—
Electric shavers	7.3	0.3
Totals	111.5	12.9

(Totals vary because of rounding.)

address, telephone number, and organization of the party submitting the request, a brief statement of the party's interest in the subject matter of the public hearing, a brief statement of the position to be taken, and the name of the person who will present oral testimony.

Each party submitting a request will be notified whether the request is granted, and if so, the date on which he is scheduled to appear and the amount of time allotted for his testimony, and, if not, the reasons for the denial.

In order to ensure due consideration, written briefs shall be submitted as early as possible, and in no case later than Tuesday, September 3. Written briefs shall be prepared and submitted in accordance with the applicable provisions of this notice and the Committee's regulations.

Oral testimony and written briefs shall be limited to a consideration of the probable economic effects of an increase in a rate of duty. Consideration will not be given to oral testimony or written briefs dealing with any article not identified in the accompanying box.

All communications regarding this notice should be addressed to the Executive Secretary, Trade Information Committee, Executive Office Building, Washington, D.C., 20506.

17 countries send executives to U.S. management course

New York University Institute is first of 5 sessions to be held; teach U.S. business ways

Management executives from 17 countries in Asia, Africa, and Latin America start today (Aug. 19) studying American business methods and how they can be applied to their own countries, at a New York University International Executive Management Institute that continues through September 13.

The Institute, being held at NYU's University Heights campus in the Bronx, will combine the teaching techniques that NYU's Office of Special Services to Business and Industry has employed in executive development programs for the Federal Reserve Bank of New York, Standard Oil (N.J.), and other organizations.

"Lectures will be kept to a minimum," says Aaron Feinsot, director of the Office. "At every step of the way we will emphasize the relationships and applicability of American techniques and theories to the specific conditions and problems of the participants' own countries."

While most of the executives come from the middle-management levels of private industry, some hold positions in government and education. Each was selected for his ability to transmit to others the knowledge gained in the U.S., Feinsot said.

Instructors from NYU's schools of business, other educational institutions in the area, and business firms will conduct the lectures, workshops, discussions groups, and field trips that make up the program schedule.

Day and night classes

Topics to be covered include general management, human relations, marketing, managerial accounting, economics of the firm, and finance. Both day and evening sessions are planned.

The Institute is held under a contract from the Council for International Progress in Management (CIPM), the international spokesman for American management groups.

The Council is bringing more than 250 management executives from 26 nations to the United States for intensive study at five American universities.

Funds have come from a variety of sources, including the United States Agency for International Development, the Rockefeller Brothers Fund, the Weyerhaeuser Fund, the Ford Foundation, the Detroit Edison Company, and the Olivetti Company of Italy.

5 universities

In addition to NYU, Columbia, Syracuse, and Indiana Universities and the University of Michigan will participate in the CIPM program. NYU will be host to most of the non-English speaking participants. All sessions at NYU will be simultaneously translated into French, Portuguese, and Spanish.

More than 50 management executives from Brazil, Colombia, Honduras, Iran, Japan, Libya, Malaya, Mexico, Morocco, Nicaragua, Peru, the Philippines, the Republic of the Congo (Leopoldville), Singapore, Thailand, Turkey, and Venezuela will participate in the NYU Institute.

"The most significant foreign 'aid' we can give is knowledge," said Mr. Feinsot. "The ability to productively utilize a nation's economic and human resources is the foundation upon which real economic growth is built.

"The Institute is an extension of NYU's tradition of international education, as evidenced by our foreign student body of more than 3,000, our Brazilian Institute, and our part in developing a business school with the University of Lagos in Nigeria."

Midwestern firms win Presidential "E"-Export Award

Skilled exporters cited for energetic selling and motivating others to enter overseas markets

Two Midwestern manufacturers won Presidential recognition early this month in the form of the "E"-for-Export Award for boosting their international sales.

They are Emery Industries, Inc., Cincinnati, considered one of the world's leading producers of fatty acids, and Thomas L. Green and Company, Indianapolis, manufacturer of biscuit and cracker production machinery.

Accepting for Emery August 8 in Cincinnati was C. W. Simpson, general manager, export division. E. R. Mitchell, chairman, Cincinnati Regional Export Expansion Council, made the presentation.

Emery was cited for its "energetic selling program in 29 countries and raising its export to 10 percent of annual volume of business." The firm was lauded for "doing much" to promote the export expansion program of the United States.

Emery Industries began producing lard oil and tallow candles in 1840, leading to current large-scale production of fatty acids.

In another ceremony taking place August 9 in Indianapolis, Bertha Green Lugar, board chairman for Thomas L. Green and Company, accepted the President's "E" from Indiana Governor Matthew Welsh.

The firm was cited for successful introduction of its products into new foreign markets thus raising its export sales to nearly 50 percent of total billings in 1961. Despite its small size and inland location, Green succeeded in motivating other American firms to enter overseas markets.

The blue and gold "E" award citation is signed in the name and by the authority of the President by Secretary of Commerce Luther H. Hodges. Included in the award are gold "E" lapel pins and a pennant.

These two latest "E" awards bring to more than 325 the number presented thus far in the incentive program to expand the sale of goods and services "Made in USA."

Conference on exports

President calls business leaders to Washington September 17-18

The White House has announced a national White House Conference on Export Expansion, called by the President for September 17 and 18, to spur the selling of American goods abroad.

The President indicated in his Balance of Payments message to Congress on July 18 that he was calling the Conference "to emphasize to American businessmen that vigorous action to increase their exports would serve their own private interests as well as the national interest."

Although U.S. commercial sales of goods and services continue to exceed imports, this favorable balance of trade is not large enough to offset military and aid expenditures abroad in defense of the Nation and the free world. Further, greater utilization of the export market would expand the American economy generally, absorb excess productive capacity, and reduce unemployment.

President to speak

President Kennedy will address the Conference at 10 a.m. Tuesday, September 17.

In addition to the President, speakers at the opening session of the Conference will include Secretary of Commerce Luther H. Hodges, who will preside, Secretary of State Dean Rusk, Secretary of Treasury Douglas Dillon, Secretary of Agriculture Orville L. Freeman, and Secretary of Labor W. Willard Wirtz.

Ambassador Christian A. Herter, the President's Special Representative for Trade Negotiations, will speak at the luncheon on the first day, September 17. Secretary Hodges will speak at the dinner meeting that night. Senator Warren G. Magnuson, Chairman of the Senate Commerce Committee, will speak at the luncheon on Wednesday, September 18.

Over 200 to attend

President Kennedy has invited more than 200 business leaders to participate in the discussions. Vice chairman will be Neil C. Hurley, Jr., Chairman, National Export Expansion Council, and Chairman of the Board and President, Thor Power Tool Company; Fred C. Foy, Honorary Chairman, National Export Expansion Council, and Chairman of the Board, Koppers Company, Incorporated; and Thomas J. Watson, Jr., Chairman of the Board, International Business Machines. The Conference also will include the chairmen of the 39 Regional Export Expansion Councils.

The Conference is being organized by a Federal interagency committee under the direction of Franklin D. Roosevelt, Jr., the Under Secretary of Commerce.

Working committees

After the opening session, the Conference members will meet in 12 different working committee groups to consider these topics: tax policies and export expansion, labor's stake in export expansion, trade promotion activities, foreign investment policy, financing exports, export marketing research, Government representation overseas, small business, the anatomy of major export success, educational and publicity requirements, trade negotiations, and the antitrust aspects of export expansion.

Out of the discussions are expected to come recommendations on how business and Government can step up the Nation's export drive. The working committees of businessmen will draw up reports which will be presented on the afternoon of the second day. The committee chairmen will then draft a Conference report.

Secretary Hodges and the committee chairmen will hold a press conference at 5 p.m. on September 18 at the culmination of the White House meeting.

All sessions will be held in the Mayflower Hotel.

World Bank adds $114 million to reserves during fiscal '63

The International Bank for Reconstruction and Development (World Bank) has reported additions of $114 million to its reserves during the fiscal year ending June 30, 1963, raising its total reserves to $813 million.

Additions during the year were made up of net earnings of $82.7 million, and loan commissions of $31.3 million. These figures compare to net earnings of $70.3 million and loan commissions of $30 million in fiscal year 1962. On June 30, 1963, the Supplemental Reserve totaled $558.1 million and the Special Reserve was $254.9 million.

Gross income, exclusive of loan commissions, was $203.9 million, compared with $188.3 million in the preceding year. Expenses, which included $103.7 million for interest on Bank borrowing and other financial expenses, totaled $121.2 million, compared with $118 million last year.

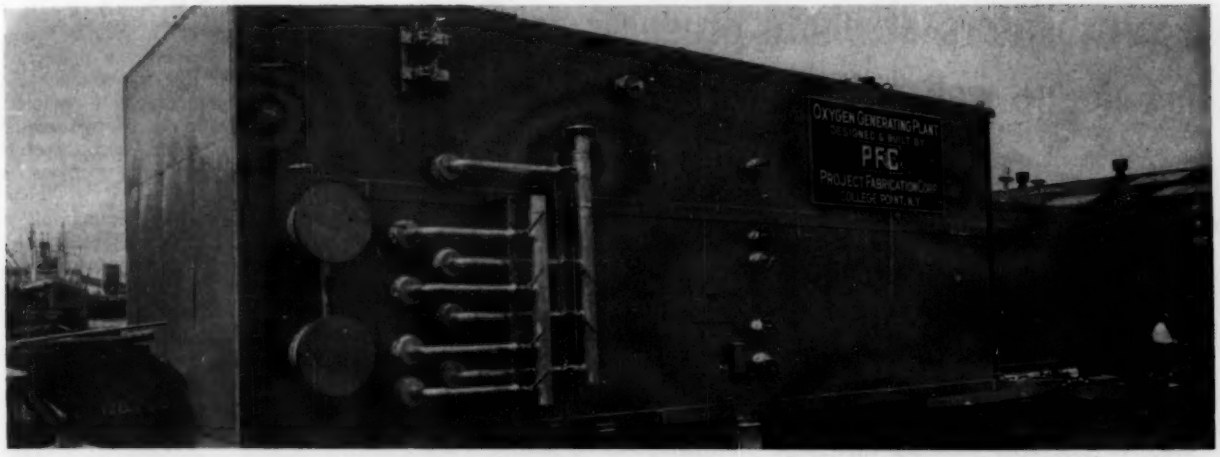
During the year the Bank made 28 loans totaling the equivalent of $448.7 million, compared with a total of $882.3 million last year. The loans were made in Colombia (3 loans), Cyprus, El Salvador, Finland, India, Israel, Mexico, Morocco, Nicaragua, Nigeria, Pakistan (3 loans), Panama, Peru, Philippines (2 loans), Singapore, Swaziland, Thailand (4 loans), Uruguay and Yugoslavia (2 loans). This brought the gross total of loan commitments at June 30 to $7,121.5 million. By June 30, as a result of cancellations, repayments, sales of loans and exchange adjustments, the portions of loans signed still retained by the Bank had been reduced to $4,712.3 million.

Repayments of principal received by the Bank during the year amounted to $112.9 million, and repayments to purchasers of parts of loans amounted to $130.6 million. This brought total principal repayments to $1,318.9 million on June 30, consisting of $655.4 million repaid to the Bank, and $663.5 million repaid to the purchasers of borrowers' obligations sold by the Bank.

The outstanding funded debt of the Bank amounted to $2,519.2 million on June 30, 1963, reflecting a net decrease of $1.6 million in the past year.

During the fiscal year, Ivory Coast, Jamaica, Kuwait, Niger, Senegal, Sierra Leone, Somalia, Tanganyika, Togo and Upper Volta became members of the Bank with subscriptions aggregating $245 million. On June 30, 1963, the Bank had 85 members with capital subscriptions totaling $20,729.8 million.

U. S. in the World Market



TO ARGENTINA: Steel output in a new electric furnace steel producing plant near Buenos Aires will be increased up to 20% by this new oxygen producing plant built in New York. The plant was shipped with all equipment shop fabricated and assembled in a unitized assembly called a "cold box".

TIN COMES HOME: Malayan tin, shipped to the U.S., comes back to Kuala Lumpur as coating on imported soft drink can from the United States.

TRANSPORTATION PANORAMA: Below, ready to be shipped to Zagreb, Yugoslavia, are the old and new for an International Trade Fair exhibit.

U.S. exhibitors at photo products fair in Cologne well satisfied with results

Two manufacturers estimate sizeable increase in sales as direct result of participation; light, compact cameras attract interest

American tourists aren't the only ones who strive to record on film the places they have visited. Those in Europe, with more and more leisure time, are also getting in the act.

This means that the U.S. manufacturer of photographic equipment can find a good market for his products there if he makes the effort.

Sixty-two U.S. firms made the effort last spring at the March 16-24 PHOTOKINA fair in Cologne and reportedly were well satisfied with the results. One manufacturer of high-speed cameras, for example, estimated his total volume of sales to be from $125,000 to $188,000.

Further information about international trade fairs is available, unless otherwise indicated, from the Trade Fairs Division, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

'Worthwhile increase'

A representative of a relatively small U.S. manufacturer of tripods for amateurs and professionals said that "as a result of our participation in PHOTOKINA I estimate that we can increase our European business from $36,000 to approximately $100,000 annually. Since our total volume is now only approximately $750,000 per year, this is a worthwhile percentage increase."

The next PHOTOKINA fair will be held in Cologne during the latter part of September 1966. Although the event is 3 years away, U.S. firms are urged to begin thinking about exhibiting there since there is definitely a market for U.S. photographic equipment and supplies in Europe. They are also urged to have circulars and brochures printed in German, French, and English.

More than 200,000 visitors—buyers and the general public—got a good look at the exhibits during the 1963 show. This was a slight decline when compared with the 1960 attendance—caused by three "Dealers' Days" when the general public was excluded.

Most exhibitors, however, reported sales which totaled more than those registered at the fair 3 years ago.

Colorful exhibits

This year's PHOTOKINA featured very complete and colorful exhibits of all kinds of photographic and cinematographic equipment and accessories. One exhibit hall was devoted entirely to new developments in the tape recorder field. Special emphasis was placed on very light and compact cameras.

During the 3 days reserved for dealers, sales activity was brisk and centered on movie film, compact cameras and color photography. New portable transistor tape-recorders which can be switched automatically from batteries to conventional electric current, as well as high-quality tape recorders for studios, were also well received.

Buyers' interest in U.S. products "was lively on the whole," reports the U.S. Consulate General in Duesseldorf, "particularly for such items as projection lamps, photo flashlights, movie lights and color photo equipment. A coin-operated, self-service automatic photocopy machine was an "interesting item" since there reportedly are no comparable products on the German market.

Total sales of the West German photo industry in 1962 (including West Berlin) amounted to 1.2 billion Deutsche marks (approximately $3 million), an increase of 100 million DM over 1961. Photographic equipment and accessories accounted for 60%.

Trade and travel exhibit set this fall in Houston

The 9th annual Houston International Trade and Travel Fair will be held in that city Sept. 20-29.

Fair President William B. Black, Jr. has invited "all businessmen of the Free World" to take part in the fair.

"It is our purpose," he said, "to present to buyers new products, services and investment opportunities and to open new export markets for domestic firms exhibiting at the fair."

Additional information is available from the Houston International Trade and Travel Fair, Suite 239, Houston World Trade Center, Houston 1, Texas.

GOOD WEATHER, GOOD SALES: It rained in Sydney for almost 3 weeks but stopped in time for the opening of the international trade fair there. E. E. Parrish, director of international marketing for the Keuffel and Esser Co., is pictured above showing his company's equipment to W. P. Gullander, president of the National Association of Manufacturers. Gullander represented the U.S. at the trade show.

Sales prospects reported high at Sydney fair

U.S. exhibitors list $330,000 sales; visitors come in steady stream

More than 32,000 persons visited the Department of Commerce-sponsored U.S. pavilion in the first 3 days of the Sydney (Australia) Trade Fair.

Inquiries at most exhibits were brisk during this period and representatives reported sales prospects totaling about $330,000.

Among those reported were the following:

Crompton and Knowles Corp., $35,000; the DoAll Co., $30,000; Sun Electric Corp., $15,000; Ajax Presses, $14,000; Applied Dynamics, Inc., $12,000; Toro Manufacturing Corp., $6,000; and the Singer Sewing Machine Co., $5,000.

Forty U.S. firms are participating in the July 26-Aug. 10 event. Their displays include automobiles, automotive test equipment, beverage equipment, business machines, camera equipment, chemicals, concrete cutting machines, dry cleaning equipment, electronic controls, farming implements, hand tools, household appliances, lawnmowers, sporting goods and textiles.

Sydney turned on its best weather for the fair, after almost 3 weeks of continuous rain. The July 26 opening day dawned bright and clear and 1,600 visited the U.S. pavilion during the trade session.

W. P. Gullander, president of the National Association of Manufacturers, represented Secretary of Commerce Luther H. Hodges at the official opening ceremony.

U.S. medical achievements to be shown at Izmir fair

American medical achievements and the high level of care available in the U.S. will be featured at the 32nd Izmir International Fair in Turkey.

The fair will be held Aug. 20-Sept. 20. The U.S. exhibition, built around the theme, "Medicine U.S.A.," will also show how industrial machinery and scientific apparatus contribute to building and operating U.S. hospitals.

Cargoes go thataway but they should go thisaway

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

MEMPHIS—A hot sun drew patterns on the walls and floors of this city's spanking month-old, air-conditioned airport, designed in chalk-white Moorish motif with a ceiling that stretches up to there before it swoops out to look like the banquet hall of an oil-rich desert sheik.

In the little coffee shop at the far end, J. D. Durand, formerly executive director of the Committee of American Steamship Lines, a man coherent in thought and complacent of manner, was astir over Americans who sell products abroad and ship them on foreign carriers.

"Norway hauls more U.S. merchandise than all of the 900 ships of the U.S. merchant marine," he said. "American flagships carry less than 10% of the goods this country sells abroad. In comparison, England transports 53% of her foreign trade; France, 62%; Italy, 53%; and Japan, 50%."

Durand had journeyed to Tennessee from his Washington headquarters to drum up sentiment among the citizens here to ship their cotton, lumber and locally produced aspirin pills on U.S. vessels.

American shipping companies each year fall back on government for a $180 million gift to compensate for wages that are four or five times higher than those of other countries, better meals and housing for crews, bigger insurance premiums due to higher pay-outs for accidents and more expensive repair bills. Exporters pay no premium for using American vessels because the United States public chips in to make up the difference.

"What this does," said Durand, "is to start all lines, domestic and foreign, out of the same starting gate. If the line makes 10% profit, the subsidy is void and recaptured by the government.

"There's something incongruous about a national export drive that finally moves, only to then take a setback in our balance of payments by shipping merchandise on a foreign bottom. When U.S. cargo is routed on another country's ship, 73 cents of every transportation dollar leaves with it, but when this country's vessels are used, 77 cents remains here."

Durand is slight of build, a witty and knowledgeable conversationalist who wears glasses even an optometrist would call spectacles, immaculate in dress, a pointed handkerchief in pocket and tie-clasp at the collar. He is also an athletic water buff and maintains an ocean cottage on the Maryland-Delaware border.

What about passengers traveling on foreign ships?

"The bread and butter is cargo. Few passenger ships could make money if they sailed every trip at near capacity. Passenger ships are national prestige. Everybody will normally travel any way that pleases him. Merchandise, however, doesn't care.

"Even all foreign aid doesn't go on American flagships. By law, 50% of it must, and a little more probably does. Nobody minds an Indian ship carrying part of the grain going to India if it happens to be in one of our harbors. But we complain when a third party gets involved and the Greeks or the Swedes haul it when subsidized American vessels sail the same route."

John Durand urges every U.S. firm to sell abroad, but when material is ordered from them to keep on selling American to include U.S. transportation all the way to the customs house.

"It only requires a simple permission," he said. "The main reason we don't get it is that our exporters forget to ask."

It's good business, too. In the last three years, U.S. shipping companies have spent $47 million on world trade promotion.

Australia rolls along despite consumer, business skepticism

All indicators point to expanding trade and business chances; downtown areas static, while sales jump in suburban stores

The Australian economy continued to expand through June 1963, but conditions were slightly marred by a sustained lack of confidence among consumers and businessmen.

All major indicators during the quarter showed improvement over the same period one year earlier. Unemployment was reduced, retail sales showed a small increase, higher levels of production were being achieved in major areas, and foreign exchange reserves were up 10% above the end of June 1962.

The economy showed steady gains in the second quarter over the January-March period. While seasonal factors influenced some indicator movements (such as automobile registrations and the index of industrial production), most industrial, financial, trade, and construction figures demonstrated a steady but gradual upward movement. Gross national product during the March quarter (the most recent available) fell from December quarter levels due to pronounced seasonal variation, but was favorable compared to previous years.

A frequently reiterated complaint of business spokesmen is that stimulatory Government measures have not been wholly successful in restoring business confidence. However, private capital expenditures for plant and equipment during January to June were 12% above a year ago. The consumer, too, was showing more propensity to spend future income by increasing installment purchasing obligations. At the end of May, these obligations were nearly 10% above May 1962.

Trade quickens

Externally, both exports and imports achieved higher levels during the second quarter over the same period of 1962; imports were 14% higher and exports were nearly 5% above 1962 figures. Compared to the March 1963 quarter, imports were up 6%, and exports increased 2%. The balance of trade was significantly reduced in the second quarter, and foreign capital inflow served to increase foreign exchange reserves to over $1.2 billion by the end of June.

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions abroad can be obtained from the Office of International Regional Economics, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

Increasing opportunities

All available indicators point to steadily increasing trade and business opportunities in Australia. Government policy is designed to hold inflationary pressures to a minimum, but within this framework to encourage rapid economic expansion.

Domestic trade continued to improve during the quarter under review, although some soft spots remain. Retail sales in Australia during April and May 1963 were 3% above the same 2 months of 1962, and a slow but steady increase in personal consumption expenditure was indicated. Installment credit commitments by the end of May were 10% above May 1962. Automobile registrations are well above levels of a year ago, although many reports indicate that the saturation point for auto sales may be near. Buyer confidence has yet to recover fully from the effects of the 1961 recession.

A recent survey has called attention to changes in metropolitan marketing patterns. Sales have been relatively static in the downtown areas, while suburban stores are experiencing rapid increases in sales volume.

Imports into Australia have increased more than proportionally to the general economic advance; during the June quarter imports were more than 14% above the previous year. Much of the increase has been due to an upturn in imports of motor vehicle components and assembled units, timber, aluminum and its alloys, man-made fibers and piece goods, and unmanufactured tobacco.

International trading patterns continue to show a shift away from the traditional dependence on the United Kingdom as a supplier. During April 1963 Japan sold 1.7% of total imports into Australia, and the U.K. 32.3%, while the U.S. share of Australian imports rose to 25% from the March quarter level of 18.7%.

Import increases were mainly in raw cotton, man-made fibers and textiles, lubricating oils, iron bars and pipes, aircraft and parts, motor vehicles and parts, certain electrical equipment, agricultural machinery, office machines, paper pulp, books, and chemicals.

Steadily increasing competition is being faced by exporters to Australia, particularly from Japanese and European suppliers. While imports from Japan are still a relatively small part of the Australian total, increasing acceptance of these products has been noted. This is at least partly due to the fact that Japan is presently the second largest purchaser of Australian goods and that Japanese products are selling well on quality considerations.

Investment climate

The investment climate has shown continued improvement in recent months, with current estimates for total foreign investment in Australia for 1962/63 running as high as $526 million. Investment from domestically-controlled sources has declined in some sectors of the economy, particularly in chemicals and oil refinery, while investment in engineering and metals is more bouyant.

Housing construction investment is well above 1962 rates, but investment in other new building construction has shown less improvement. Industry leaders have recently been pressing for depreciation allowances to cover investment in commercial and industrial buildings, but the Government so far has not responded to this request.

Numerous opportunities for business and economic development continue to

appear in Australia, in addition to the demand for imported capital equipment and consumer goods. Mineral extraction and processing have attracted considerable U.S. interest, as have certain sectors of agriculture, including cotton and cattle production.

Good U.S. sellers

Communications equipment, motor vehicle components, and certain man-made fibers and textile goods have experienced high import levels recently, and are likely to continue.

While no recent industrial production indices are available, it is believed that overall output continued to increase at a moderate pace through the quarter under review. Production of electricity, gas, steel, cement, and motor vehicles are all above 1962 levels with trends suggesting further upward movement.

Not all sectors of industry are sharing in the advance, however, with production of coal and some textile goods below levels of the previous year. A large part of the current expansion has been supported by increased motor vehicle registrations and inventory build-ups. No data is available concerning inventories, but commentators suggest that these increases may be coming to a close. Automobile registrations, seasonally adjusted, have been relatively static from February through June, suggesting that the saturation level may have been reached in that product.

A recent quarterly survey of 330 industrialists indicates that more manufacturers are operating below capacity than was reported by the same group at the end of March, but that there was a general improvement in employment, output, and new orders. The survey covered the April-June quarter, and was based upon the results of replies to questionnaires. Results of the survey had 2 significant features: (1) a growing number of companies reported that they were receiving more orders; and (2) the number of companies with an expanding export interest was increasing. Of those industrialists responding, 66% foresaw improved conditions in Australia during the next 6 months, whereas 62% so reported in the March survey.

ITALY'S PORTS BUSIER

International commerce of Italian ports rose from 21.4 million tons in January-March 1962 to 24.3 million tons in the first quarter of 1963. Coastwise commerce increased from 9.6 to 10.3 million tons.

Sicily important market for U.S. exports covering broad range of commodities

U.S. sales to island increase 43% in 1962; sales of machinery, precision tools, other fabricated metal products double

Sicily has become an important market for direct U.S. exports covering a wide range of products, the U.S. Consulate-General in Palermo reports.

Preliminary statistics on Sicilian foreign trade indicate that U.S. businessmen will find thinking in terms of the Sicilian market increasingly worthwhile. The total value of U.S. direct exports to Sicily increased in 1962 by more than 5½ billion lire (over $9 million) despite the complete discontinuance of wheat exports, the principal U.S. export to Sicily in 1961. Expressed as percentages, U.S. exports to Sicily rose over 99% from 1960 to 1961 and over 43% from 1961 to last year.

Setting aside Sicilian imports of crude oil (of little interest to U.S. exporters), the United States retained its position as Sicily's chief supplier of direct imports and ranked well ahead of West Germany, its leading competitor.

Expand plant, equipment

An analysis of Sicilian-U.S. trade reveals much about the trend toward modernization of the island's economy. Imports of machinery, precision tools, and other types of fabricated metal products doubled in value over those for 1961 and reached about $14½ million. Although a detailed breakdown is not yet available, drilling rig and refinery equipment apparently comprise the largest category. As the petroleum sector is the most important postwar development in the island's economy, Sicily continues to expand its plant and equipment.

Imports of construction machinery also helped importantly in increasing last year's U.S. machinery sales to Sicily. This indicates that the building boom, based partly on tax laws that favor new construction, did not slacken.

Implicit in the figures for all types of machinery and metal products is the growth of industry on the island, and the general increase in the islanders' living standard.

Rapid growth in the new potassium processing industry effected another change in Sicily's trade with the United States. Much greater quantities of phosphates and other inorganic and organic chemicals were imported to mix with local potassium and sulfur in manufacture of chemical fertilizers, which were largely exported by the island.

Less notable changes occurred on the export side of Sicily's trade balance sheet. Individually, exports to the U.S. fluctuated relatively little, but in sum they rose by 18%. From the standpoint of U.S. exporters, however, the "trade gap" in favor of the United States was greater than ever last year.

German spray dispenser output skyrocketing

The production of aerosol spray dispensers has risen rapidly in the Federal Republic of Germany in the past 5 years. In 1962, 95 million dispensers were produced, an increase of 40% over the previous year and more than 5 times the 1957 output. The German Chemical Association attributes the rapid climb to the great convenience of the aerosol package and expects further significant gains in 1963.

With a per capita consumption of 2 spray cans per year, the popularity of this container in the Federal Republic still lags considerably behind that in the U.S. The wide variety of aerosol spray products already on the German market includes hair sprays, sun tan lotion, insect repellants, paints and tent impregnating compounds for campers.

AUSTRIAN ADVERTISING

The Austrian economy spent about $65 million for advertising and public relations in 1962—a per capita outlay of approximately $8 a year.

About 64% of total expenditures went into newspaper ads, still the principal advertising medium in Austria. Radio and cinema advertising accounted for 8.5% each, posters for 6.6%, and television for 5.9%.

U.S. sales to Mexico running 15% ahead of 1962 levels

Decree promotes "Mexicanization" of foreign mining firms; several foreign loans will aid development projects

Mexico's total imports in the first 5 months of 1963 were $488 million, up 9% from the same months of 1962; imports from the U.S. were $348 million, or 15% above the 1962 period, and represented 71% of total imports.

Total imports in May rose to $113.3 million from $98.2 million in April. May imports from the U.S. rose to $78.5 million from an April figure of $70 million. Total exports fell to $67 million in May, from $78 million in April; and exports to the U.S. fell to $53.4 million in May from $58.2 million in April.

Mexican economic activity in June remained at May's somewhat slower pace. In addition to seasonal factors, some pre-election-year slack in private investment contributed to the slowdown. However, there were substantial bank deposits, large offers of funds for deposit in investment banks, and a light demand for long-term borrowing.

The Government announced the issue of $40 million in dollar bonds for sale in U.S., European, and Mexican financial institutions. The $150-million French credit to Mexico was signed in Paris on June 21; and on June 27 the Inter-American Development Bank (IDB) announced a $30.5-million loan for the development of southeastern Mexico.

Urban department store sales as well as chemical sales were well ahead of June 1962, but the rate of increase was slowed. Strong retail lines were home furnishings and wearing apparel. Cement output increased steadily, with production for the first half of the year 10% above the same half of 1962. The decreased rate of iron and steel production during June as compared with the preceding June reflected the temporary shut-down of some blast furnaces; and a decline in textile volume was likewise attributed to the temporary closing of one large mill. June collections were slightly above those of May.

1st aluminum smelter

Aluminio, S.A., Mexico's first aluminum smelting plant, was inaugurated in Veracruz at a cost of $17 million. Financing was 51% Mexican and 49% American. The Aluminum Company of America has 35% interest in the firm and provides technical assistance. The plant will produce 20,000 tons of aluminum ingots annually.

Diesel Nacional (DINA), Government-owned automobile manufacturer, reported that engine blocks for the Renault automobile were cast at the Ciudad Sahagun plant, and that 50 blocks will be produced daily by September.

Currency in circulation rose about 2% in June and was 10% higher than in June 1962. Bank of Mexico calculations for monetary circulation in the January-April months show a steady plateau instead of the typical seasonal decline, as a result of rising demand deposits in financial institutions which offset the decline in bills and coins in circulation.

The $150 million French credit reportedly provides for $120 million to be furnished by French commercial banks and suppliers at 6½% interest, with repayment in 13 years, and for $30 million to be provided by the French Government at 4%. It is reported that $40-$50 million will be used for constructing 3 sugar mills and 9 petrochemical plants.

Bond issues

The Government's issue of $40 million worth of dollar bonds, approved on July 16 by the U.S. Securities and Exchange Commission, was reportedly sold promptly (mainly to institutional buyers).

The IDB approved a $30.5 million loan for part of a large regional agricultural development in Tabasco State. Of the total loan, $25 million is from ordinary IDB funds at 5¾% interest repayable in 20 years; the remainder is from the Social Progress Trust Fund at 1¼% interest plus a ¾% service charge, repayable in 25 years. The loan will finance 48% of the cost of the "El Limon" pilot project, which includes drainage, irrigation, roads, housing, water and sewerage systems, community centers, schools, and the organization of compulsory cooperatives.

Cost of living and retail price indices declined in June by less than 0.1%.

A July 13 decree provides that foreign mining companies desiring to "Mexicanize" but unable to do so within a determinate period of time may transfer control to Mexicans by complying with special regulations to be issued by the Ministry of the Treasury, which has exclusive authority to prescribe methods and procedures for effecting "Mexicanization." The concentration of power in one ministry is reportedly favored by mining firms.

A court decision was handed down in an injunction proceeding instituted by companies affected by a decree of August 31, 1962 which declared the rights of surface owners to coal deposits in the subsurface void and required those interested in mining coal to apply for mining concessions in accordance with the Mining Law of 1961.

Automatic concessions

The court held that while the private property rights which had existed were terminated by the 1962 decree, the former owners were converted into mining concessionaires whose concessions antedated the effective date of the 1961 mining law. That is, the rights were subject to a 25-year period of validity, provided the holder of the concession complied with other requirements to continue the concession in effect. The companies need not file for new mining concessions under the 1961 mining law.

Petroleos Mexicanos (PEMEX) may have located a large new oil field offshore near Tuxpan, Veracruz. Drilling there brought in a well which test flowed over 1,000 barrels per day of very light crude of 39° gravity.

Rainfall was favorable in central Mexico and some rains fell in drought-ridden Yucatan, but Northwestern Mexico still had no real relief from drought.

The 1962-63 record cotton crop was almost 2.4 million bales, with exports estimated at over 1.9 million bales. New plantings are down, and the 1963-64 crop is estimated at a little less than 2 million bales, with exports forecast at 1.5 million bales.

Coffee exports for October-April of the present marketing year totaled 838,000 bags of 132.3 pounds each, compared with 1,143,000 bags in 1961-62. With the long Yucatan drought broken, henequen production picked up and fiber exports were resumed. The export quota in July was about 10,000 bales.

Sugar production in 1962-63 is estimated at almost 1.6 million tons, 10% above that of 1961-62. A further increase to 1.7 million tons is expected for 1963-64.

Guatemalan exports jump 10%; U.S. is chief buyer, supplier

New regime's economic reforms strengthen budgetary position; Government ratifies several Central American integration accords

Guatemala's 1st quarter exports, according to preliminary statistics, were valued at $44.27 million (f.o.b.) an increase of more than 10% over the same period of 1962. Imports in the first 4 months of $44.23 million (c.i.f.) were down only $200,000 compared with the same period of 1962, despite controls on non-essential imports, according to the U.S. Embassy in Guatemala City.

The U.S., West Germany, and Japan continued to be the most important customers during the first quarter, with the U.S. taking over half of Guatemala's exports. The U.S. was also Guatemala's leading supplier, providing approximately 45% of total imports, followed by West Germany (8.8%) and the Netherlands West Indies (6.4%).

Guatemala's budgetary position was strengthened during the second quarter of 1963 as a result of economy measures instituted by the Peralta Government which came into power on March 31.

Salaries prompt

Government salary payments were kept up to date, and the new Government devoted its attention to formulating an economic development program for the next fiscal year. Plans to increase public investment substantially over the low levels of the previous fiscal year were made, and a balanced budget for fiscal 1964 was envisaged by the Government.

Foreign exchange reserves of the Bank of Guatemala began their seasonal decline during the second quarter, falling to $60 million by the end of June compared with $44 million for the same date of 1962. Despite the decline in reserves, they were still at the highest level in the past 6 years for that date. The elimination of all restrictions on current foreign transactions in March may have accelerated the reduction in reserves, resulting from a backlog of payments for transfers of interest, royalties, fees, dividends, profits, and services.

The fiscal year ended with an estimated budgetary deficit of about $8 million. The Government announced a balanced budget of $114.3 million for the new fiscal year beginning July 1. The Minister of Finance indicated that operating expenditures were being cut, and that a budgetary investment of $32 million for the year was planned. The new budget gave increased allotments to Public Education and the Military Civic Action Program.

The Government reorganized the Ministry of Economy and the National Planning Council, giving the latter a greater role in public investment decisions. The Ministry absorbed the functions of the former Ministry for Central American Economic Integration and established departments for Central American affairs, industrial development, and commerce and finance.

Check Argentine invoices

U.S. exporters should be careful that insurance charges on shipments to Argentina are invoiced separately, to avoid having import surcharges assessed on the wrong valuation. According to regulations, Argentine import exchange surcharges (basic surcharges vary from 20% to 300%) should be assessed on the C & F value of shipments, but when invoices have been prepared on a CIF basis, the surcharges sometimes have been assessed erroneously on the higher value including insurance.

New taxes

The imposition of new income tax measures and export taxes on cotton, lemon grass and citronella oil, and a 20% increase in the price of diesel oil raised a number of complaints from business and agricultural groups. The Minister of Finance pointed out that additional tax revenues were necessary to avoid a budgetary deficit and to go ahead with a public investment program.

The cost-of-living is believed to have shown no significant change during the second quarter, although seasonal movements in food prices were observed. According to local merchants, business improved substantially in the second quarter. Several center-of-town retail merchants say their sales were about 5% higher than during the same period last year. In view of the excellent export income envisaged for this year, wholesale and retail sales will probably rise to new levels as long as political tranquility exists.

Cotton has now displaced bananas as Guatemala's second most important export commodity after coffee. The role of coffee in the economy is no longer quite as dominant as it once was, and with the International Coffee Agreement expected to go into effect soon it is hoped that wide fluctuations in income from coffee exports may be avoided. Other commodities which are assuming increasingly greater significance for the country's foreign trade are beef, sugar, essential oils and shrimp.

Official figures indicate that coffee exports during the first 6 months of the 1962-63 crop year (October-March) amounted to 930,000 bags, an increase of 2% above a year earlier. Current estimates are that coffee production in 1963-64 will be about the same or slightly higher than this year's crop.

The harvesting and ginning of the 1962-63 cotton crop was completed during the second quarter. Industry sources estimate total production at 235,000 bales, an increase of 62% from a year earlier. Of the 235,000 bales, 210,000 were exported and the remainder was used by local mills. Cotton exports were valued at about $26 million dollars, up nearly 75% from the previous year. If all planting licenses issued by the Ministry of Agriculture are utilized during the 1963-64 season, and if similar yields are obtained, a further increase of 33% or a production of nearly 313,000 bales could be attained.

Sugar production in 1962-63 was reported by the Sugar Association as 140,500 short tons, of which 50,000 short tons or 36% were exported. This represented an increase of 22% from the 1961-62 crop year. The value of sugar and by-products from the 1962-63 crop was placed at $17.6 million and exports were valued at $5.4 million.

Planned investments

No noticeable increase in investment was observed during the quarter. Announced plans for investment, which are still tentative, included American investments in a new cereal plant and a $1.8 million assembly plant for consumer electrical durables. Firms which were given "new industry" status under the 1959 Industrial Development Law included a soap factory, $93,000; a food processing firm, $250,000; and a nylon goods manufacturer, $100,000. A shirt

manufacturer announced a $125,000 expansion plan.

The Central American Bank for Economic Integration (CABEI) announced loans to various Guatemalan firms during the quarter including $225,000 to a textile company, $150,000 to a clothing factory and $140,000 to a printing firm. A Guatemalan electronics firm is constructing a $150,000 factory for the manufacture of radio and television components.

In June the National Planning Council announced that a $5 million hydro-electric plant with a 13,000 kilowatt capacity would be constructed on the Rio Esclavos in South-eastern Guatemala. In May the National Planning Council indicated that the Government would invest $9 million in Central American economic integration programs such as grain price stabilization, grain storage projects, and highway plans during fiscal 1964.

The Government deposited its ratification of several Central American protocols and agreements with the Permanent Secretariat of the General Treaty for Central American Economic Integration. These included the Central American Agreement on Fiscal Incentives for Industrial Development and the Protocol to the Central American Convention on Equalization of Import Charges, both of which were signed at San Jose, Costa Rica, on July 31, 1962.

Aid-India consortium pledges another $137 million for plan year's goals

Brings total assistance for 3rd plan year to $1,052 million; emphasizes use of funds for general development imports

The 8th meeting of the Aid-to-India consortium, which opened in Paris on June 4, was concluded in Washington on August 7, where the members pledged an additional $137 million to aid India during the third year of the current 5-year plan. The meeting was attended by representatives of Austria, Belgium, Canada, France, Germany, Italy, Japan, the Netherlands, the United Kingdom and the U.S. and by representatives of the World Bank and the International Development Association (IDA).

It was announced in Paris that the members of the consortium would make aid available for commitment during the year in the amount of $915 million, subject as appropriate to legislative action or other necessary authorization. This figure has now been raised to $1,052 million as a result of increased offers from Austria, Germany, Italy, Japan, the U.S. and the World Bank.

Just over half the aid pledged for 1963/64 will be in the form of grants or long-term loans at nominal rates of interest. All but about $150 million of the remainder is expected to be in the form of loans with substantial grace periods and repayments extending over 15 years or longer. Particular importance was attached at the meeting to providing India with non-project assistance which can be used to finance imports required for the general support and development of the economy. About two-fifths of the total aid pledged will probably be in this form.

Pledges to aid India

($ million equivalent)

	1961–62	1962–63	1963–64	3-Year Total
Austria	—	5	7	12
Belgium	—	10	10	20
Canada	28	33	30½	91½
France	15	45	20	80
Germany	225	139	99½	463½
Italy	—	53	45	98
Japan	50	55	65	170
Netherlands	—	11	11	22
United Kingdom	182	84	84	350
United States	545	435	435	1,415
World Bank and IDA	250	200	245	695
Total	1,295	1,070	1,052	3,417

Rising European interest spurs exports of U.S. furs

President Louis A. Cohen recently told the American Fur Merchants' Association that U.S. mink exports constituted twice as much of the mink trade's total business volume in 1962 (30%) as the year before (15%). In addition, 75% of the domestic muskrat catch found its way into the export market.

Mr. Cohen pointed to a revival of European interest in furs, with the emphasis on trimmings, reflecting the growing groups of middle income consumers, especially in Italy, West Germany and France.

He also said that fur dyeing is heading for stronger play, with the large assortment of colors needed to match or contrast with coat fabrics enhancing the demand for all furs, especially beaver, fox, fitch, squirrel, and Persian. He stressed that mink continues to predominate, however.

Mr. Cohen said that European dealers still place greatest stress on making the maximum profits from an individual sale, and have not yet learned to become volume minded.

French expected to buy more industrial alcohol

Opportunities for the export of industrial alcohol to France are expected to open up by October of this year.

France was a heavy exporter of industrial alcohol in 1962, while her domestic production declined, with the result that April stocks were 17% lower than they were in April 1962.

Although the rather heavy French exports have slowed down, the need for tapping other sources remains. Some of this need will undoubtedly be met by distilling wine into industrial alcohol. However, the fact that the cost of wine-derived alcohol is about $35.70 per hectoliter, compared with approximately $18.37 per hectoliter of beet alcohol, suggests that there will be considerable French interest in purchasing industrial alcohol from other countries.

ITALIAN DRUG PATENTS URGED

Granting of patent protection to drugs was again advocated by Dr. Guido Zerilli-Marimo', president of Lepetit, one of Italy's largest pharmaceutical companies. Drugs and pharmaceutical products are denied patent protection under a law of the Kingdom of Sardinia, enacted in 1859.

3 Mexicans lose export rights for shipping U.S. goods to Cuba

Sent aviation, agricultural equipment to embargoed island; extraordinary profits from illegal trade lure foreign nationals

In 2 separate orders, the Bureau of International Commerce has denied U.S. export rights to 3 Mexican citizens for selling U.S. goods to Cuba in violation of U.S. export control laws.

One case involves extensive purchases of U.S. aircraft parts and equipment in the U.S. ostensibly for export to and use in Mexico but actually for ultimate sale to Cuba, Mexico being a route of transshipment. The other case covered a similar transaction involving U.S. agricultural equipment.

The Bureau's denial orders are effective for the duration of U.S. export controls.

Since the U.S. imposed an embargo on exports to Cuba in October 1960, demand for many types of commodities in Cuba has become so great as to put an extraordinary profit premium on transactions via intermediaries in third countries. Mexico—because of its proximity to Cuba —has been a favored attempted route of transshipment.

Violators named

The denial orders apply to:

Victor Hernandez Rodriquez, a resident of Mexico City, who in 1961 controlled and operated Emda Import and Export Company, Inc. (EMDA), of North Hollywood, California, and Aero Distribuidora, S.A. (AERO), of Mexico City with branches elsewhere in Mexico. Hernandez and his companies were regularly engaged in purchasing aircraft parts and equipment for sales to customers in Mexico.

Ramon Alvarez Gutierrez, also of Mexico City, an employee of the Mexican Public Health Service, and working in collusion with Hernandez, set up a company, Refacciones y Accesorios S.A. of Mexico City, to carry on trade with Cuba.

Jose Arce Gutierrez, of Mexico City and Celaya, Guanajuato, who while employed as purchasing agent for a large Mexican construction company, in June 1962 ordered a sugar cane harvester and loader with extra equipment worth over $19,000 from a distributor in Hidalgo, Texas, on the Mexican border.

The denial orders prohibit Hernandez, Alvarez and Arce, and all persons and firms which may be related to each of them in the conduct of trade, from ordering, buying, receiving, or disposing of any U.S.-origin commodities, and from otherwise participating directly or indirectly in any transactions involving U.S. commodities or technical data. It further states that no person or firm may deal with them or on their behalf in any such transaction; to do so would subject such person or firm to a denial of U.S. export privileges.

Pakistan to buy spare parts from U.S. with AID loan

U.S. spare parts will be provided to keep construction moving on $3 billion worth of water and power development projects which the Government of Pakistan has underway or in the planning stage in West Pakistan, including those in the Indus Basin.

The equipment will be purchased in the U.S. with a $5 million loan which the Agency for International Development will make to the Government of Pakistan, acting on behalf of the Machinery Pool Organization of the West Pakistan Water and Power Development Authority (WAPDA).

Included in the shipments will be engines and spare parts for draglines and shovels; compressors; engines, tracks and parts for tractors and scrapers; engines and parts for vehicles, trailers and dump trucks; tires and tubes and hand tools. All spare parts purchases will be made by WAPDA, which will have its headquarters in Lahore, West Pakistan.

The Machinery Pool Organization, which was established in 1959 to centralize and improve the control of earthmoving and construction equipment used by both WAPDA and the West Pakistan Irrigation Department, has American equipment which originally cost about $42 million.

Investment survey in Far East areas approved by AID

If findings are favorable, new plastics factory will be built in one of three countries

The Agency for International Development is supporting an investment survey in three countries of the Far East which, if the findings are favorable, will result in establishment of a new plastics factory in one of them.

Two affiliated companies with headquarters in San Leandro, Calif.—the American Molding Co. and the Amco Pipe Co.—are making the study in the Philippines, Taiwan, and Thailand.

In announcing that AID will assume half the cost of the study if the companies decide not to go through with the investment, Seymour J. Janow, AID's Regional Administrator for the Far East, noted that encouragement of private investment was one of the major aims of the U.S. foreign-assistance programs in those countries.

Development stimulus

"Along with private capital go production and marketing experience, fresh ideas, and job-producing and revenue-producing enterprise," he said. "These represent a stimulus to development often far greater than merely the capital investment itself."

The survey, expected to take about 2 months, is being conducted by Dr. James Boulden of Cavalier & Otto, Inc., investment counselors of San Francisco. If the plastic companies decide to proceed with construction of the factory, they will assume all the costs of the study, budgeted at $8,935; otherwise, AID will pay up to $4,470.

American Molding Co. and Amco Pipe Co. have been engaged in plastics extrusion, molding, and fabrication since 1952. The present survey seeks to lay the groundwork for establishment of a plant in one of the countries being studied to produce plastic pipe and related fabrication both for local use and for export. Total investment would run about $800,000. Eventually, joint ownership with local partners would be sought.

Projects in Chile to get U.S. boost

AID to provide $2.6 million for health, industry, education

The United States will assist the Government of Chile in 10 high-priority development projects under the Alliance for Progress, the Agency for International Development has announced.

The far-reaching assistance program will combine the resources of both nations to meet some of Chile's most pressing needs in such areas as public health and medical care, small rural industries, school construction and repair, and development of community centers and small cooperatives.

To complete these projects which will cost a total of $4.4 million, AID will provide the equivalent of $2.6 million. The balance of $1.8 million will be contributed by public and private Chilean sources.

In a mobile health program, AID will furnish 11 completely equipped mobile health units to the Chilean National Health Service which will provide medical and dental care to low-income families living on the outskirts of Santiago, Valparaiso, and Concepcion.

AID will partially finance construction of about 21 schools in industrial sectors of Santiago, Valparaiso, Concepcion, Valdivia, and in the rural areas of the Province of Nuble.

AID will purchase two light airplanes of U.S. manufacture for the Carabineros, Chile's national police force. The planes will be converted to air ambulances, enabling the Carabineros to expand an ongoing medical care program to isolated rural areas.

To increase employment in low-income housing areas, AID will participate in strengthening existing industrial cooperatives, and in establishing new ones, in several Chilean cities. AID funds will be utilized for the construction of shop buildings, purchase of equipment, services of a U.S. technical advisor, and establishment of a revolving fund from which loans will be made to cooperatives. To fill a need for community centers in urban housing developments and small villages, financing will be provided for furniture, tools, and equipment.

AID will join with public and private Chilean organizations in a campaign to refurnish and modernize primary schools throughout Chile. To establish small food processing industries in 50 rural communities, technical assistance and other services will be furnished.

To foster development of cooperatives in Chile, AID will assist establishment of the Institute of Cooperative Education. Services of the Institute will be available to all cooperative interests, and training programs will be provided for directors and managers of newly organized cooperatives.

Hearings on surcharge

As reported in International Commerce, August 5, 1963, the India, Pakistan, Ceylon, and Burma Outward Freight Conference announced a 40% surcharge on all shipments to Chittagong, East Pakistan, effective October 1, 1963.

The Federal Maritime Commission has announced that it will hold public hearings to determine whether this surcharge should be altered or disapproved on the grounds that it is unjustly prejudicial to U.S. exporters or detrimental to the commerce of the U.S. Persons desiring to become a party to the proceedings are asked to notify the Secretary of the Federal Maritime Commission promptly and are instructed to file a petition for leave to intervene prior to August 27, 1963.

U.S. to assist industrial growth of Brazil State

Rural electrification expansion planned with Alliance loan

Industrial expansion and rural electrification in the mineral-rich State of Minas Gerais, Brazil, will be aided by an Alliance for Progress loan.

The Agency for International Development is lending CEMIG, an electric utility company serving the State of Minas Gerais, $5.3 million to help finance dollar costs for a Statewide expansion of power-generating capacity, transmission lines, and rural electrification. At present, about 90% of CEMIG's power load is industrial. The AID loan thus serves two Alliance goals: Industrial development and rural progress.

The loan funds will be used to finance the services of U.S. technicians and to buy U.S. goods and materials needed in the CEMIG expansion.

The $5.3 million loan is part of a 10-year, $263 million expansion program, including planned 1963-66 construction valued at $86.6 million. Brazilian sources will provide most of the funds.

Availability of metals and minerals has attracted many industries to the State, but the shortage of electric power has been a major deterrent to further economic development.

Under the terms of the proposed loan, AID will make dollar disbursements only after it receives evidence that sufficient cruzeiros are available to cover local currency costs.

Investment guaranty agreements signed with 4 countries

Insurance now available thru AID to U.S. investors in Cyprus, Gabon, Senegal, UAR

Agreements which permit the Agency for International Development to issue the full range of investment guaranties have been signed with four countries, AID has announced. The countries are Cyprus, Gabon, Senegal, and the United Arab Republic. Under the Investment Guaranty Program, qualified U.S. investors in enterprises in these countries may now insure themselves against inconvertibility of currency, expropriation, and losses due to war, revolution or insurrection. In addition, extended risk guaranties, covering commercial risks, may also be available for selected investment projects.

AID investment guaranties are now available in 55 less developed countries as well as numerous overseas dependencies of Western European nations. They are one of several AID programs designed to encourage U.S. investment in less developed countries. To date, over one billion dollars in specific risk guaranties have been issued.

U.S. investors interested in the Investment Guaranty Program should address inquiries to the Investment Guaranties Division, Agency for International Development, Washington, D.C. 20523.

Free-port zone in north coastal area established by Dominican Republic

To allow importation of products for use by firms within zone; operations to be administered by state-private corporation

The Dominican Republic has created a free-port zone at Puerto Plata, the most vital port on the northern coast, according to the U.S. Embassy in Santo Domingo.

The zone was created July 4 under Law 38. Purpose of the law is to permit the free importation of raw materials and semi-manufactured products for use by manufacturing and processing firms in the zone.

The free-port zone will be in a separate area. It will be fenced in and provided with constant police protection, and equipped with loading, unloading, transportation, and fuel facilities.

Administration

The zone will be administered by a mixed state-private corporation, the state owning 51% and private interests 49% of the stock. At the end of 30 years, the privately-owned stock will become the property of the state, with no remuneration or payment to the private stockholders.

The corporation will be governed by a board of directors composed of seven members, six of whom will be selected by the general meeting of stockholders. Of these six, three will represent the state, and three the private stockholders. The seventh and presiding member will be appointed by the President of the Republic.

Exemptions

The corporation of the free-port zone and all of the industrial, commercial, and other types of firms operating under contract in the zone will not be required to pay income or other taxes, including national, municipal, or provisional taxes. These exemptions, however, will not apply to profits earned from commercial operations in the Republic outside the free-port zone, or to profits from the sale of merchandise or services to persons resident in the Republic outside the free-port zone, although the sales may be made in the zone itself.

Exact location of the zone has not yet been determined. The law states, however, that the executive will authorize the provisional establishment of industries for reasonable periods after entering into a contract and upon receipt of an application by anyone interested in setting up immediate operations.

Further information may be obtained from Department of Commerce field offices or from the Bureau of International Commerce, American Republics Division, Department of Commerce, Washington, D.C. 20230.

> Further information on articles appearing in this department, and on current foreign government trade and investment regulations, is available from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230, or as indicated in individual stories.

Bonn adopts five-year atomic energy program

West Germany's Atomic Energy Commission has adopted a 5-year program aimed at bringing the country's nuclear research and techniques up to world standards by 1967.

The program will serve as a basic document for negotiations with the Federal Government, the Bundestag (parliament) and industry, and would require an estimated $625 million in its proposed form.

Projects recommended by the Commission include the immediate construction of two major atomic power plants (in addition to the one near Guenzburg on the Danube), and the production of at least three prototype reactors as well as an atomic ship-propulsion device.

Germany liberalizes import of canned apricots

Preserved apricots (tariff position ex 20.06) are no longer subject to quantitative restrictions when imported into the Federal Republic of Germany. Effective July 15, canned apricots in containers of less than 5 kilograms were liberalized. Apricots in larger containers and frozen apricots had been liberalized previously.

The latest step was published in the Bundesanzeiger of July 16.

Indonesia announces import subsidies

The amount of subsidies which Indonesia will grant for imports of textbooks, fertilizer, newsprint, and medicines (essential Group I commodities) was announced on July 17, 1963, effective retroactively to June 1. This announcement clarifies details of basic changes made on May 27, 1963 (INTERNATIONAL COMMERCE, June 24, 1963, p. 22).

Subsidy amounts and exchange rates applicable to the 4 commodities are indicated in the table. Indonesia presumably will grant foreign exchange allocations at the subsidized rates only to Government agencies or State trading firms. However, these goods may also be imported with *retensi* (automatic foreign-exchange rights) at the normally effective rate of 315 rupiahs per U.S. dollar.

Although the Government has the power to extend the list at any time, no subsidies have yet been announced for rice and raw cotton, which were subsidized before May 27—along with fertilizers—and could be imported at the special rate of 45 rupiahs per U.S. dollar.

Category	Effective exchange rate for Group I commodities	Subsidy	Applicable exchange rate
	(rupiahs per U.S. dollar)		
Textbooks (not under Informational Media Guaranty program)	315	285	30
Fertilizers	315	225	90
Newsprint	315	157.5	157.5
Medicines	315	115	200

Import controls went in effect in Algeria July 1

Items from shoes to coffee included on extensive list

An extensive list of products whose importation into Algeria is either restricted or prohibited went into effect July 1, the U.S. Embassy in Algiers reports.

Included are phosphates, cement, transistor radios, textiles, clothing, shoes, soap, matches, tobacco, tea, coffee, cereals, milk, butter, vegetables, meat, fish, wine, and fruit juices. An import license or authorization issued by the Ministry of Commerce is now required for items on the list.

Procedure for approving such imports will vary, depending upon whether the items to be imported originate within the French franc area or outside it. Detailed regulations will be published later.

Follow-up

These measures follow certain other restrictions on imports imposed earlier this year. Effective Jan. 1, 1963, a license issued by the Ministry of Commerce was required for imports from all countries of tea, used clothing, household soap, tallow, fatty acids, oilseeds, and oils and fats of animal or vegetable origin. On January 10, imports of coffee were also made subject to license.

On March 5, imports of coffee, edible oils, and oilseeds became a monopoly of the Office National de Commercialization, a Government agency recently established to regulate the marketing of essential commodities in Algeria.

Austria liberalizes 104 more products

Increases global import quotas by 20 percent

Austria has extended its liberalization list—items not subject to quantitative restrictions—to include 104 additional products, when imported from the United States and most members of the General Agreement on Tariffs and Trade (GATT). Also, global import quotas have been increased.

The following items are among those recently liberalized:

Horses; mutton; flowering plants; specified trees and shrubs; certain vegetables; specified fresh stone fruit; specified seeds; pectin; specified foods of flour, etc., such as infants' food; certain prepared or preserved vegetables and fruit; specified animal foods; bituminous coal; candles; specified types of explosives; film, including cinematograph film; rubber gloves; specified articles of wood; paper stationery and other articles of paper.

Specified types of textile fabrics; specified types of stockings and other clothing; millstones and grindstones; articles of fabricated asbestos; specified central heating boilers; certain engines for motor vehicles and motorcycles; specified electrical goods, such as transformers and heating elements; artillery weapons, small caliber guns and other firearms.

The Federal Ministry of Trade and Reconstruction has also announced a 20% increase in existing global import quotas. This latest increase brings to 106% the cumulative increases over the level of the original quotas established at the beginning of 1962 and made applicable in January 1963 to imports from the United States and most members of GATT.

Germany issues revised export control list

The Federal Republic of Germany has published a completely revised edition of the Export Control List which constitutes Appendix AL to the Foreign Trade Ordinance (Aussenwirtschaftsverordnung) in effect since 1961. The document lists all commodities subject to strategic or other controls when exported from the Federal Republic of Germany.

Issued as a Supplement to the Bundesanzeiger, the list may be purchased for $0.50 plus postage from the publisher. Bundesanzeiger Verlagsges. m.b.H., 5 Cologne 1, Federal Republic of Germany.

INVESTMENTS IN ITALY LAG

Foreign capital investments in Italy declined from 35.1 billion Lire (625 Lire = $1) in 1961 to 28.4 billion Lire in 1962. The Swiss investment of 12.6 billion Lire represented almost half of the total investment. Of the remainder, 8.2 billion came from the U.S.; 2 billion from France; 1.9 billion from the Federal Republic of Germany; and 1.6 billion from Great Britain.

Portugal revises taxes on income in four fields

System is now based on actual, rather than probable earnings

The Portuguese Government has reformed income taxes imposed on trade and industry, as well as on real estate and farm profits.

The legislation, issued July 1 and effective August 1, is designed to tax actual earnings rather than the assumed or probable profits, the method used previously.

The first of these measures (Decree-law No. 45,103) approves a new so-called "industrial tax code." At the same time it abolishes, as of January 1, 1964, certain special procedures for assessment of the industrial tax, the stamp tax relative to designated licenses, the "proportional" tax on mining operations and other specified taxes.

It also permits foreign mining companies which operate in Portugal to deduct from their profits the taxes which they pay in the countries where their head offices are located.

The rate of the industrial tax is set at 15% of profits. However, the Government is authorized to increase the rate to 20% in 1964 if, on applying the 15% rate, the total receipts are less than those collected in 1963.

The tax on corporative organizations is fixed at 5%.

Exemptions listed

The new code also lists the entities to be exempted, both permanently and temporarily, from payment of the "industrial tax."

Decree-law No. 45,104, issued at the same time, approves a new code on the taxation of real estate and farm production profits. It went into effect August 1. Rates of the real estate tax are 10% on incomes from rural property and 12% on incomes from urban property.

The tax on farm production earnings, which includes livestock and forestry production, is 10% of profits. This new tax results from a breakdown of the previous legislation which lumped together both rents and profits.

(Holders of World Trade Information Service publication, Part I, No. 61-70, "Establishing a Business in Portugal," should note these changes.)

Firms in six countries seek licenses, know-how in wide range of ventures

List includes pharmaceutical plant, citrus plantation, quality shirts, spray valves, platinum deposits exploration

Six firms in as many countries seek U.S. technical know-how and capital in a wide variety of ventures ranging from platinum group metals in Nairobi, Kenya, to a pig iron plant in Goa. The list follows:

Pharmaceutical plant

East Pakistan. Roxana Traders, East Pakistan's largest importer and wholesaler of drugs, medicines and automotive spare parts, desires to establish a pharmaceutical plant with U.S. investors on a joint venture basis. Equipment, know-how, patents and capital would be provided by the U.S. partners; the Pakistani firm could contribute land, labor and capital to finance local costs. U.S. participation is sought to improve the firm's competitive position since most Pakistani drug manufacturers do not have adequate technical knowledge, experience and background. Roxana Traders, K.C. Dey Road, Chittagong.

Citrus plantation

Ivory Coast. M. Raymond Goffri Kouassi, Boite Postale 1381, Abidjan, is seeking a U.S. partner with capital and know-how to purchase and operate a 121 acre citrus plantation currently up for sale. In addition to lemon, orange and banana trees, the plantation is completely equipped for producing essence of lemon and bigarrade (Seville orange). Also available are a number of permanent buildings including a 2-apartment residence, a garage, 3 warehouses, and quarters for 4 servants. The selling price of the plantation is quoted at $28,500.

Men's shirts

Manila. A U.S. license for the manufacture of men's quality shirts is sought by a Philippine garment manufacturer. According to the proposal, the firm would import the cloth initially until local textile mills produce quality materials at reasonable prices. Reports indicate that manufacture of quality shirts should prove profitable if sales could be extended to other countries in the Far East. Mr. Jose Gutierrez, East & West Manufacturing Co., 4420 Old Sta. Mesa.

Pig iron plant

Goa. A mineral ore mining firm in Goa proposes to establish a pig iron plant with U.S. investors who can provide capital, equipment and know-how in this field. Capital requirements for the proposed plant, which will produce 100,000 tons of pig iron per year is estimated at $6-8 million. Abundant deposits of iron ore are reportedly available in Goa. Shantaram Narayan Zantye, Narsiva Prasad, Avenida Almirante Reis, Altinha, Danjim.

Spray valves

Saigon. A Vietnamese manufacturer-wholesaler of sprays for hair, deodorants, and insecticides is seeking a U.S. license for manufacture of spray valves which are now difficult to import because of quantitative restrictions. The firm would also consider equity participation on the part of U.S. investors. Aerosol du Viet-Nam, 168/2 duong Co-Bac, (Phu-Nhuan).

Platinum

Kenya. Extensive initial prospecting by a private prospector in Kenya indicates the presence of platinum and platinum group metals. U.S. capital and know-how are being sought for the second stage operations to include channeling sampling, trenching and pitting, shafting and drilling, to determine the size of the ore deposits. Mr. E. Sargent, P. O. Box 4852, Nairobi.

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions abroad can be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

Cyprus hotel program seeks financial support

A leading architect and businessman, convinced that Cyprus needs to develop its tourist industry, seeks American organizations interested in financing new hotels throughout the island.

Interested U.S. investors should write to the Bureau of International Commerce, Office of International Investment, File 4-701-4 (G), Department of Commerce, Washington, D.C. 20230.

Production share arrangement offered to exploit timber resources in Borneo

Traditional exporter of logs and lumber products seeks American assistance to build sawmill and survey area

Indonesian promoters are looking for American assistance to erect a sawmill and help survey a forest region in Indonesian Borneo. An estimated $3 million is required.

The U.S. investor is expected to help run the mill and to train Indonesians to operate the machinery.

A production share arrangement consisting of a percentage (to be negotiated) of the sawmill's output, would continue for a number of years sufficient to cover the original investment plus a negotiated rate of return.

The forest reserve involved is located in some of the world's most extensive reserves of tropical rain forest, situated at the mouth of a 500-mile-long river which drains the area. The proposed enterprise is supported by provincial authorities. The support of the Central Government is being sought. The greater

part of the mill's output would most likely be exported and the remainder sold in Java.

Indonesia is a traditional exporter of logs and lumber products to other Asian countries, particularly Singapore, Malaya, Hong Kong, and Japan. In recent years there has been interest in the exploitation of this forest area for plywood materials, adding interest to this investment opportunity.

Current information on the latest Government of Indonesia guidelines concerning production sharing is available on loan. Inquiries should be addressed to U.S. Department of Commerce, Bureau of International Commerce, Office of International Investment, File 3-2421-1 (B), Washington, D.C. 20230.

European firms seek capital, know-how

Five European firms are seeking licenses, joint ventures, and capital to produce electronics, engineering instruments, fabricated metal products, plastics, and various other products.

Electronics

England. Manufacturer of professional and military electronics wants license to produce related items. Ultra Electronics Ltd., Western Ave., London, W3.

Engineering, scientific instruments

England. Manufacturer of slide rules, set squares, and other drawing instruments seeks license to make similar products. Unique Slide Rule Co. Ltd., Buckhurst Road, Telscombe Cliffs, Newhaven, Sussex.

Fabricated metal products

England. Structural engineers and fabricators seek license to manufacture products involving steel framework or equipment for the process of building industries. T. Partridge & Co. Ltd., Darlaston Road, Walsall.

Plastics

France. License sought for the production of plastic household and sanitary items by manufacturer of injection molded and shaped plastic products. Plastiques Jean-Galland, Villebon-sur-Yvette (Seine Oise).

Spain. Manufacturer of plastic products seeks U.S. capital and equipment for modernizing and enlarging production facilities. Industrias Plasticas Madrilenas, Enrique Velasco 7, Madrid.

Indian steel castings industry assigned high priority; firms seek technical assistance

Some U.S. firms already negotiating joint venture agreements; details available on current proposals

Development of the steel castings industry has been assigned a high priority by the Government of India. Defense production, railways and other industrial sectors using heavy machinery will require an estimated increase in annual capacity of 160,000 tons by 1966.

In order to achieve this projected goal a number of licensed Indian firms are seeking technical and financial assistance necessary for establishing new facilities or expanding existing foundries.

Some U.S. foundries have already been approached regarding specific Indian proposals. A few American firms are currently negotiating joint venture agreements, and others are planning to enter into technical collaboration arrangements on a royalty basis.

A combination of equity investment in return for technical know-how plus normal royalties for continuing assistance would appear to offer better promise of success in launching additional foundries. Past experience indicates that machinery requirements can frequently be financed through normal channels, thereby making it possible for qualified U.S. firms to participate in projects which may offer growth and profit potentials not currently available in domestic markets.

By taking advantage of U.S. Government programs such as investment guarantees and surveys, interested companies should be able to investigate such participation at little out-of-pocket cost.

Details on several current Indian proposals are available to qualified U.S. firms from the Office of International Investment (IRD), Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Responding firms will also be accorded the support and assistance of the Indian Investment Centre's New York Office.

Mexican firm looks for plastic machinery license

A Mexican firm producing vacuum forming and small blow-molding machines for the plastics industry wishes to obtain a U.S. license for the manufacture of extrusion, injection and large blow-molding machinery. All of these items are currently being imported from the U.S., West Germany and Italy. The firm also invites capital participation on the part of the licensor.

Write Ingenieria Plastica Industrial, Alhambra No. 1002, Mexico 13, D.F.

World-wide licensing rights offered for unique international time clock

World-wide licensing rights for the production of an international time clock showing at a glance the local time in any part of the world are offered by an Australian manufacturer.

The clock, which indicates areas experiencing days and nights at any given time, may be produced as a wall model, transistor-powered desk model, or pocket model.

Basic design of the timepiece is simple and flexible, with the size of any one unit presenting no problem. A wall model, 23 feet long, has been built. A feature of the electric wall and battery desk models is a shadow, synchronized with the time band. The shadow moves across the face of the map; as "night" falls, cities light up automatically.

Patents have been obtained in the United States and in 33 other countries. Additional information is available from the Bureau of International Commerce, Office of International Investment, File 1157, Department of Commerce, Washington, D.C. 20230.

Belgian leather, footwear survey shows increase in U.S. sales; local shoe production down

U.S. leathers enjoy good reputation in Belgium, but price factors are important in determining the status of imports to this prosperous market

High domestic production and high imports in 1961-62 caused the Belgian leather market to reach a saturation point. But sales of U.S. leathers increased in the early months of 1963.

Footwear consumption has increased steadily and this trend is expected to continue, according to a report received by the Leather and Allied Products Division, BDSA, from the American Embassy in Brussels.

This is one of a series of reports requested from the U.S. Foreign Service for updating the 1960-61 Foreign Market Survey on Leather and Footwear.

1963 sales increasing

Despite the tight situation in leather, U.S. statistics show that sales to the Belgian market during the first five months of 1963 were just double the amount sold in the comparable period of 1962. However, 1962 sales had registered a sharp decline compared with 1961. Exports to Belgium, consisting chiefly of sheep and lamb glove and garment leather, dropped from a total of 13.0 million square feet in 1961 to 7.4 million square feet in 1962.

Belgians like U.S. leathers

U.S. leathers enjoy a good reputation in Belgium, but price factors appear to be all important in determining the status of imports into this market. Also, delivery dates must be strictly respected and supplies must conform exactly to what has been ordered. Styles and colors change too quickly to enable a purchaser to wait too long to receive his goods. Regarding terms of payment for leather purchased abroad, cash payment against documents is refused and importers request long credit terms, according to the report.

Total Belgian leather imports dropped from 4,671 metric tons in 1961 to 4,150 metric tons in 1962. The Netherlands, with 1,978 metric tons; France, with 860 metric tons; and the United States with 370 metric tons were the principal suppliers in 1962.

In 1962 (with 1961 data in parentheses), Belgian tanners produced 1,702,000 (1,675,000) kilos of sole leather; 34,075,000 (30,847,000) square feet of upper leather; 8,199,000 (6,065,000) square feet lining leather; and 6,237,000 (8,010,000) square feet of other types such as glove, garment, and fancy leathers.

Footwear increases

Belgian footwear consumption has increased steadily in the last 10 years, and with rising wage levels and standards of living, this trend is expected to continue. United States footwear, however, has not enjoyed an increased share of this market.

United States export data show that 3,576 pairs of nonrubber footwear, valued at $24,478 were exported to Belgium in 1962, and 6,051 pairs valued at $26,726 were exported to Belgium in 1961. In the first five months of 1963, U.S. footwear exports to Belgium amounted to 830 pairs and were valued at $4,727. Comparable data for the first five months of 1962 were 525 pairs valued at $4,907.

Footwear imports

Total footwear imports into Belgium amounted to 8,298,916 pairs valued at about $16,633,680 in 1962. Included were 4,430,984 pairs of shoes with leather uppers valued at $13,584,300, and 3,867,932 pairs of shoes with textile or plastic uppers, valued at $3,049,380. Italy was the leading supplier in 1962 of the leather shoes followed by France, the Netherlands, and West Germany. France supplied the greatest share of the nonleather types, followed by West Germany, the Netherlands, and Italy.

Italy competes

Italian shoes compete favorably because of their wide variety of colors and styles and mainly because of low prices resulting from low labor costs. The report shows that as far as American shoes are concerned, it is not now so much a matter of price or import duties as the fact that American sizes are so different from European types.

Belgium's domestic footwear production totaled 24,625,000 pairs in 1962 and 25,004,657 pairs in 1961.

BUY BELGIAN PHOTO SUPPLIES

The United States was Belgium's leading export market for photo supplies in 1962, taking 27.3 percent of its total exports. West Germany followed with 16% and the U.K. was next with 9%.

U.S. exports of leather to Belgium in 1962 and the first five months of 1963 (in square feet)

	1962	First 5-mos. of 1963
Cattle and kip side upper leather, grain, black, except lining and patent	27,051	8,854
Cattle and kip side upper leather, grain, except black, except lining and patent	124,697	41,706
Calf and whole kip upper leather, except lining and patent	704,730	379,596
Goat and kid upper leather, suede finish, except lining and patent	578,560	457,102
Goat and kid upper leather, except suede finish and except lining and patent	—	2,921
Sheep and lamb upper leather, including lining leather, except patent	308,563	190,100
Cattle and kip patent upper leather	16,664	26,426
Upper leather, not elsewhere classified, including lining and patent	15,774	4,248
Leather, glove and garment, sheep and lamb	5,431,586	3,212,345
Leather, glove and garment, pig and hog	54,836	3,003
Leather, glove and garment, not elsewhere classified	147,314	40,820
	7,409,775	4,367,121

Egyptian Government plans silo construction project

U.S. consultants to the General Egyptian Organization for Silos and Storage (GEOSS), an agency of the United Arab Republic, are preparing a list of prospective U.S. bidders for a grain silo and storage system.

The system, estimated to cost a total of $66 million calls for construction of grain silos and warehouse storage facilities at 53 sites in Egypt.

The work consists of pile and mattress foundations, reinforced concrete silos with headhouses, furnishing and installation of all machinery and equipment, construction of brick or tilt-up walled warehouses with concrete frame and roofs, office and utility buildings, including all electrical and plumbing work, drainage, site fill, grading, as well as the installation of ship unloading conveyors at three port silos.

The system, financed by an AID loan and Public Law 480 grant, will incorporate in the contract all AID regulations relating to U.S. or Egyptian origin of goods. A total $35 million of the estimated $66 million total cost has been approved. If approval of the balance is made by date bids are taken contract for the construction at 53 sites will be let. If not, the contract will be let for construction at half the sites.

The Organization (GEOSS) plans to call for tenders from pre-qualified U.S. and Egyptian firms in the latter part of this year. One contractor probably will be selected for the entire work on the basis of a cost/time bid considered most favorable to the Organization.

U.S. firms desiring to be on the list to receive pre-qualification documents and questionnaires should submit by October 1 to the Organization's Consultants, Weitz-Hettelsater Engineers, 1911 Baltimore Ave., Kansas City, 64108, Mo., their firm's name and address and the name and title of person to whom correspondence should be directed.

Interested firms will then be furnished with documents describing the work and setting forth information required by the Organization to evaluate each firm's qualifications.

A copy of the Consultant's announcement including a fact sheet on the silo construction program in Egypt is available on loan from BDSA's Commodity Export Staff, Rm. 4317, Department of Commerce, Washington, D.C., 20230.

Philippines invites tenders for chemical building

The Acting General Manager of the National Waterworks and Sewerage Authority, 176 Arroceros, Manila, Philippines, invites bids for the construction of a chemical mixing building and feed facilities at Balara, Quezon City, Philippines. The closing date for bids is September 3.

Information for bidders, prequalification forms, proposal and contract forms, plans and specifications are available from the General Manager's Office upon the payment of ₱50.00 (approx. U.S. $13.00).

Prequalification of bidders will be determined on the basis of information submitted on "Confidential Statement" forms which must be received by the National Waterworks and Sewerage Authority at least 10 days before the closing date.

Bids must be submitted on the prescribed forms (five copies) and must be accompanied by a proposal bond of 5% of the amount of the bid.

A copy of the notice, information for bidders, specifications, and drawings is available for review only in the Building Materials and Construction Industries Division, Rm. 4002, Department of Commerce, Washington, D.C., 20230.

Tunisia seeks machinery for regional workshops

The Office National de Motoculture et de Mise en Valeur Agricole (O.N.M.V.V.A.), 80, Ave de Carthage, Tunis, Tunisia, wishes to purchase machine tools and related equipment to equip five regional workshops for the servicing of transportation and agricultural equipment.

Included in the equipment needed are engine lathes, 30" swing; drill presses, column type, 1"; valve, valveseat and crankshaft grinders; arc welding equipment; small hand operated and electric hydraulic presses.

The bid deadline for tender No. 1812/SMV is September 30.

Plans and specifications are in French. One set is available on a short-term loan basis to firms located in the U.S., from the Metalworking Equipment Division, BDSA, Department of Commerce, Washington, D.C., 20230. (Telephone: WO 7-5652).

New Zealand railways desire signal equipment

The New Zealand Railways has issued worldwide tender No. N.Z.R.-63/44, inviting sealed bids on the supply of 100 color light longrange multi-aspect signals—3-aspect type, in accordance with NZR Specification No. E.782.

Tenderers are to provide full particulars, including current domestic value and estimated sea freight from the port of shipment to New Zealand. The tender should be on the basis of f.o.b. U.S. port and addressed to the Comptroller of Stores, New Zealand Railways. Private Bag, Wellington, C.I., New Zealand.

Closing date for submission of bids is October 9.

Interested companies may obtain copies of specifications from New Zealand Senior Trade Commissioner, 1145—19th St., NW., Washington, D.C., 20236.

Iraq plans erection of water treatment plant

The Directorate General of Industrial Design and Construction, Ministry of Industry, Baghdad, Iraq, is requesting tenders for the supply, delivery, installation and erection of a cooling water and water treatment plant at the Daura Power Station. The bid deadline is October 1.

Two sets of the tender documents, contract # 4/3/19, may be purchased at the Iraqi Embassy in Washington for $28.00 (ID 10).

A set may be inspected at Rm. 4022, General Industrial Equipment and Components Division, BDSA, Department of Commerce. Washington, D.C., 20230.

Drugs, medical supplies requested by Iraq

The Directorate of Contracts and Purchases, Ministry of Defense, Baghdad, Iraq, desires bids on various pharmaceutical and surgical items.

The following items are included under tender No. 962/CONT/MED/1-2: P.B.S.C. penicillin-bacitracin-streptomycin-sodium caprylate, 30 bottles; chloramine tablets, 50 bottles of 12 tablets each; anti-scorpion serum, polyvalent, 1,000 vials; nerve devitalizing fibre, 100 bottles; olive oil, 500 kg., in tins of 1 kg., surgical cement liquid and powder, 30 boxes, Wander pack; and antisticol or similar tooth paste, 1,000 tubes.

Other items included in this tender are: surgical drainage tubing in lengths of 12 ft., 60 of bore 5/16" wall 3/32", 120 of bore 1/4" wall 3/32", and 120 of bore 3/16" wall 1/16"; also tubular knitted stockinette, 25 yd. per roll, in widths of 2", 4", 5", 6", 8", 10" and 12", 24 rolls of each; and 12 boxes packaged 12 to a box of elastic bandages in 5½ yd. lengths of each of the following widths: 2", 3", 4" and 6".

Offers under this tender will be received by the Directorate of Contracts and Purchases, Ministry of Defense, Baghdad, Iraq, until September 9. Terms and specifications may be obtained from the Directorate of Contracts and Purchases, at the above address, against payment of $2.80 (1D-1) per copy.

A copy of specifications is available to firms located in the U.S. from the Chemical and Rubber Division, BDSA-301, Rm. 4421, Department of Commerce, Washington, D.C., 20230. (Telephone: WO 7-3394).

Greek agricultural bank needs additional tractors

The Agricultural Bank of Greece, Supplies Service-Supplies Section, 12-14 Karageorgi Servias St., Athens, has requested bids for 200 double axle tractors fitted with 5 to 12 hp. engines with attachments.

This invitation to bid is in addition to 2500 tractors listed in the July 29 issue of INTERNATIONAL COMMERCE, p. 29. Bid deadline is August 30.

A copy of the tender No. 1769, may be obtained by firms located in the U.S. from the ACME Division, BDSA, Rm. 4025, Department of Commerce, Washington, D.C., 20230.

Port development studies asked by Argentina

The Argentine Government Coal Administration (Yacimientos Carboniferos Fiscales) wishes to contract with two port experts for feasibility studies regarding development and improvement of the Port of Rio Gallegos.

Large tidal fluctuations (approx. 10 m.) coupled with inadequate port facilities permit only low tonnage operation which hinder the handling of coal arriving at the docks from Government mines in Rio Turbia.

Interested parties should write directly to Ingeniero Atilio Cappa, Yacimientos Petroliferos Fiscales, Avda. Pte. Roque Saenz Pena 1190, Buenos Aires, Argentina. Correspondence in Spanish is preferred.

Electrical, industrial equipment Needed by Turkish bank

Iller Bankasi, Bank-state enterprise, Ankara, Turkey, would like to purchase the following material under its regular annual procurement program. Iller Bank would like to receive prices and catalogs from U.S. manufacturers of the products listed below.

Low, medium, high tension fuses; low, medium, high tension insulators; aerial line equipment (low, high, medium tension); conductors; underground cables; terminal boxes for underground cables; aerial cables (insulated 1.6.15 kv.); cables for panel wiring; 1 kv. switches; measuring instrument: ammeter, voltmeter, wattmeter, power factor meter, charge over switches for voltmeter.

Watthour meter (active and reactive); relays (primary, secondary); circuit breakers; disconnecting switches; transformer; isolated hook; generator and distribution panel, desks (without instruments and wiring); diesel engines; compressor with electric motor; compressor with benzine motor; gas engine; electric motor, dc-ac; generator; tension regulators for generator, manometer; thermometer.

Diesel generator set; water turbine; penstock; valves; cooling towers; complete generators panel; test set table for watthourmeters; transformer oil filter and oil insulation level metering device; cable fault location and fault larger devices; centrifugal pumps; deep well; deep well pump; complete electro-centrifugal pumps; complete deep well diver pumps; complete deep well pumps.

Clorator-chlorinator; cast iron pipes; steel pipes; asbestos cement pipes; tap; cuppingglass; air pipe (air chimney); fountain; lead; fork lift; baring machines; cars (carriage); trucks; cobra enjection instrument; cobra salt for wood preservation; telephone installation and equipment; battery.

Interested firms should contact Iller Bank at the above address.

Ceylon to ventilate weaving, finishing mill

The National Textile Corp., 32-A Barnes Pl., Colombo 7, Ceylon, requests bids for the supply, erection and commissioning of ventilation and humidification services for the weaving and finishing mill at Veyangoda. Bid deadline is October 5.

Tender documents are available on a short-term loan basis to firms located in the U.S. from the General Industrial Equipment and Components Division, BDSA, Department of Commerce, Washington, D.C., 20230.

French company wants tenders on steel

Altumec—Societe Algerienne de Tubes & de Constructions Mecaniques, manufacturer, 7 Rond Point Bugeaud, Paris 16e, France, would like to purchase the following types of steel:

Bessemer steel A 37 T 2bis: 280 tons of 700 mm. width (allowed tolerance 1 mm. + 1 mm. per coil), 4.5 mm. thickness (allowed tolerance — 0.2 mm. + 0.4 mm.); 4000 tons of 900 mm. width (allowed tolerance — 3 mm. + 3 mm.); 5 mm. thickness (allowed tolerance — 0.2 mm. + 0.4 mm.); min. elasticity 23 kg. per sq. mm.; bursting point: 37 kg./mm. 2 to 44 kg./mm. 2; each coil will weigh between 5 to 6.5 tons (preferred); chemical specifications: c. 0,16; mn. between 0,40 and 0,86; p 0,04 s 0,04; p + s 0,07.

Open hearth steel a 42 t 2 s: 90 tons of 900 mm. width (allowed tolerance — 1 mm. + 1 mm. per coil); 6.35 thickness (allowed tolerance — 0.4 + 0.5 mm.); min. elasticity 23 kg. per sq. mm.; bursting point 37 kg./mm. 2 to 44 kg./mm. 2; each coil will weigh between 5 to 6.5 tons (preferred); chemical specifications: c 0,16; mn. between 0.40 and 0.86; PL 0,04; SL 0,04; P + SL 0,07.

Replies requested in French; cif quotations Algiers; specify terms of payment. Replies should be sent direct to above firm.

Chile airport project open to U.S. bidders

The Ministry of Public Works, Santiago, Chile, is preparing a list of prospective Chilean and U.S. bidders for construction of Concepcion airport at "Carriel Sur."

The project, estimated to cost a total of over $1.75 million will be financed by a loan from AID.

The work includes clearing of site; earth moving; laying of concrete and asphalt runways, parking areas; installation of water, sewerage, power and light facilities; construction of power line tunnel; interior roads, fencing, as well as the dismantling, transfer, and re-erection of sheds and hangars now at Hualpencillo airport.

Work is scheduled for completion within 18 months from signing of contract.

Interested U.S. firms experienced in similar work should submit their applications to bid on a prescribed form before September 11 to Seccion Propuestas del Departamento de Estudios de Caminos y Aerodromos, Calle Morande No. 59, 3° piso, Santiago de Chile, Chile.

A copy of the prescribed form with instructions and additional information concerning the project is available from BDSA's Commodity Export Staff, Rm. 4317, Department of Commerce, Washington, D.C., 20230.

Bids sought by Egypt for transformer substations

The Ministry of Public Works, United Arab Republic, invites tenders for the supply and erection of the Heliopolis, Wadi-Hof and Ashmoun Transformer substations.

Included in the contract are four 63/10.5 kv.-10 mva. transformers with 10.5 kv. switchgear; four 63/6.3 kv.-10 mva. transformers with 6.3 switchgear; and two 63/11 kv.-5 mva. transformers with 11 kv. switchgear.

The transformers are to be of the three-phase, double-wound, oil-filled, outdoor type.

The bid deadline for tenders is October 3.

Bids are to be submitted to The Director General-Cairo Electricity and Gas Administration, 52 July 26th St., Cairo, United Arab Republic.

A copy of the specifications is available, for review only, in Rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington, D.C., 20230. (Telephone: WOrth 7-4242).

Australia plans construction of Queensland University

The State University of Queensland, Brisbane, Australia, is in the process of a major expansion program, estimated to involve approx. £A 2,000,000 (U.S. $4,480,000) a year through 1966.

The program is to be financed mainly from State and Commonwealth sources.

The status of the program is as follows: School of physiology, nearly complete; school of mathematics, construction just beginning; school of social science, advance planning; school of mechanical engineering, beginning second stage of construction; agricultural research center, advanced planning; clinical science building, beginning construction.

Library extension, planning stage; veterinary sciences farm, advanced planning, some construction to begin soon; residence halls, various stages of planning and construction; main administration building, advanced planning; physics annex, first stage construction about to start.

When finished, the university will be similar to larger State universities in the U.S.

The University Architect is interested in obtaining information on the latest ideas and products used in U.S. university or college construction. Interested manufacturers, exporters and school officials are requested to write directly to Mr. J. P. Birrell, University Architect, University of Queensland, St. Lucia, Brisbane, Queensland, Australia.

A map showing the location of existing buildings under construction and those proposed under this program and a photograph showing the exterior design of the Administration Building are available on a loan basis to firms located in the U.S. from the Building Materials and Construction Industries Division, Rm. 4002, Department of Commerce, Washington, D.C., 20230.

Tunisia will build electric power line

The Societe Tunisienne de l'Electricite et du Gaz, 38 rue de Besancon, Tunis, Tunisia, a government agency, invites tenders for the construction of a 150 kv. electric line connecting Sfax 150 kv. post with Metlaoui.

Bids must be in accord with the terms and conditions of the notice and be submitted before October 15.

Interested firms may review a copy of the tender notice in French in the Building Materials and Construction Industries Division, Rm. 4002, Department of Commerce, Washington, D.C., 20230.

Refrigerated cars needed by Greek state railways

The Greek State Railways (SEK), Traction and Material Dept., 31 El. Venizelou St., Athens, Greece, has issued an unnumbered worldwide tender calling for bids on 200 two-axle, 4' 8½" gauge, ice activated, railroad refrigerator cars.

The tender which does not specify a closing date may be reviewed, without drawings, in Rm. 4320, Transportation Equipment Division, BDSA, Department of Commerce, Washington, D.C., 20230. (Telephone: WOrth 7-4816).

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ indicates tenders invited by foreign recipients under Agency for International Development (AID) loans and grants. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230, Room 4319, Telephone WO 7-4675.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing Commodity Export Promotion Staff, BSDA-111, Department of Commerce. NCIA following indicates no commercial information available.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

019 Commercial Farms

ECUADOR—Registered dogs, cats. Manuel H. Guerrero, (importer, manufacturer), P.O. box 4987, Cuenca. WTD 7/16/63.

195 Small Arms

AUSTRALIA—Rifles, pistols. Direct purchase and agency. Leo Rogaly and Lewis, Pty., Ltd., (importer), 35 Bathurst St., Sydney, N.S.W. WTD 3/27/63.

201 Meat Products

FRANCE—Finished hides, skins. Consortium des Cuirs and Peaux, (importer, exporter), 1 rue Beaurepaire, Paris 10e. WTD 6/26/63.

203 Canning, Preserving Foods

FRANCE—All types of canned meat especially hamburgers, hot dogs. Ets. Porfin, (manufacturer, exporter, importer), 21 rue du Bouloi, Paris 1er.

GERMANY—Mild salted salmon roe in wooden barrels of 60 or 145 lb. net contents in lots of 20,000 lb.; requests replies from packers only with cif. Hamburg price quotations, small samples. Caviar Christensen, (manufacturer, importer), Grosse Elbstr. 160, Hamburg-Altona.

204 Grain Mill Products

ECUADOR—Poultry feed concentrate, especially low quality wheat, husked oats. Manuel H. Guerrero, (importer, manufacturer), P.O. box 4987, Cuenca. WTD 7/16/63.

FRANCE—All types of veterinary products. Direct purchase and agency; requests replies in French. Laboratoires Cesari, (manufacturer, exporter), 36 rue du Magasin, Lille (Nord). WTD 7/8/63.

205 Bakery Products

GERMANY—Cakes, cookies, muffins; requests replies in German from manufacturers only with price lists and samples. Brotvertrieb Wilhelm Hornschuh, (importer, wholesaler, retailer), 41 Duesselthalerstr., Duesseldorf. WTD 10/16/62.

220 Textile Mill Products

AUSTRALIA—Laces, lace edgings, galloons, nylon yarn, acetate yarn suitable for manufacture of lingerie. Balmoral Textile Mills, Pty., Ltd., (manufacturer), 11 Lygon St., East Brunswick, Victoria. WTD 4/9/63.

FRANCE—Piece goods. Direct purchase and agency; requests replies in French. Maison Ariane, (manufacturer), 61 rue du Faubourg Poissonniere, Paris.

Dralon, nylon taffeta fabric. Direct purchase and agency; requests replies in French. Ets. Eclair, (manufacturer), 17 rue des Bourguignons, Bois-Colombes (Seine).

ITALY—White, hand printed non-synthetic fabric for the manufacture of women's clothing. Billy Ballo, (manufacturer, retailer), via Dogali 14, Santa Margherita Ligure, Genova.

KENYA—Terylene, cotton, dacron, dyed nylon, tetron piece goods 54/54". Denovan and Co., Ltd., (manufacturers' agent, importer), P.O. box 109, Nairobi. WTD 12/12/62.

221 Broad Woven Fabric Mills, Cotton

● **BURMA**—Cotton cambric, quantity 500,000 printed, 300,000 dyed. Tender No. 94 SNI-63, bid deadline September 8. Civil Stores Committee No. (2), Textile Procurement Branch, Rangoon.★ (Telephone: WOrth 2-4294).

● Cotton flanellette, quantity 1,500,000 printed, 200,000 dyed; rayon velveteen 2,500,000 dyed; cotton velveteen 100,000 printed. Tender No. 90 SNI-63, bid deadline September 5. Civil Stores Committee No. (2), Textiles Procurement Branch, Rangoon.★ (Telephone: WOrth 2-4294).

● Cotton lawn, quantity 200,000 yd. bleached, 100,000 yd. printed, 100,000 yd. dyed; cotton mull, quantity 300,000 yd. bleached, 100,000 yd. printed. Tender No. 91 SNI-63, bid deadline September 6. Civil Stores Committee No. (2), Textiles Procurement Branch, Rangoon.★ (Telephone: WOrth 2-4294).

● Cotton voile, 100,000 yd. plain and 100,000 yd. dyed; shipment October/December 1963. Tender No. 95 SNI-63, bid deadline September 8. Civil Stores Committee No. (2), (Textiles Procurement Branch), Rangoon.★ (Telephone: WOrth 2-4294).

ITALY—Terrycloth. Direct purchase and agency. Lodovico Ghini & C. s.n.c., (manufacturer), via Pontevecchio 94A, Carasco (Genova).

JAPAN—Flannel material treated with luminous compound for use in manufacturing glow-in-the-dark gloves. Seiwa Trading Co., 6, 1-chome, Sakomae-cho, Nakamura-ku, Nagoya. WTD 3/1/61.

223 Broad Woven Fabric Mills, Wool

● **BURMA**—Haircord, quantity 2,000,000 printed, 300,000 dyed. Tender No. 92 SNI-63, bid deadline September 7. Civil Stores Committee No. (2), Textiles Procurement Branch, Rangoon.★ (Telephone: WOrth 2-4294).

225 Knitting Mills, Products

● **BURMA**—Socks, gents and children, cotton and nylon, various specifications, quantity, 70,000 dozen. Tender No. 22 SYI-63, bid deadline September 9. Civil Stores Committee No. (2), (Yarn/Made Up Textile Procurement Branch), Rangoon.★ (Telephone: WOrth 2-4294).

228 Yarn, Thread Mills

CONGO REPUBLIC—Long-fibre rayon yarn, rayon-wool mixture yarn, at least 2" long; requests price quotations, descriptive literature. Mr. Victor Rouah, Director, Naim S. Notrica, (importer, wholesaler, manufacturer), B.P. 1180, Elisabethville, Katanga.

229 Textile Goods

● **BURMA**—Manila rope, 3½" circular grade I, b.s.s. 2052/1953, quantity 60 coils. Tender No. NIV/303/G-3(62-63), bid deadline August

27. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Telephone: WOrth 2-4294).

● Laces: cotton, nylon, rayon, quantity 1,500,000 yd.; ribbons—man-made fiber, quantity 500,000 yd.; trimmings, edgings, fringes—man-made fiber, quantity 500,000 yd.; embroidery in strip—man-made fiber, quantity 500,000 yd.; elastic in strip—man-made fiber, quantity 500,000 yd. Tender No. 67 SYI-63, bid deadline September 16. Civil Stores Committee No. 2, (Yarn/Made Up Textile Procurement Branch), Rangoon.★ (Telephone: WOrth 2-4294).

● Cotton waste blankets, size 46" x 72", wgt. 2 lb., 600,000. Tender No. 61 SYI-63, bid deadline September 9. Civil Stores Committee (2), (Yarn/Made Up Textile Procurement Branch), Rangoon.★ (Telephone: WOrth 2-4294).

FRANCE—All kinds of imitation leather for the shoe industry. Direct purchase and agency; requests replies in French. Marcel Veillon, (agent), place de la Republique, Cholet, Maine et Loire.

● **IRAQ**—Manila ropes, 3-strand, to comply with b.s.s. No. 2052/1953 grade I for marine mooring use; various constrictions. Tender No. 77/63, bid deadline September 8. Iraqi Ports Administration, Basra.★ (Telephone: WOrth 2-4294).

ITALY—Approx. 20/30,000 yd. of nylon mesh of various colors and designs for use in the manufacture of shoes; requests samples and price quotations. Gennaro Bruno, (wholesaler, importer), via Giacomo Savarese 74, Naples.

230 Apparel

AUSTRALIA—All types of men's clothing. Squire Investments, Pty., Ltd., (importer, retailer), 417 New South Head Rd., Double Bay, Sydney, N.S.W.

FRANCE—Ladies', children's overalls, dressing gowns; requests replies in French. S.A. Mitrani, (manufacturer), 31 rue de Clery, Paris 2e.

Sport jackets, blue jeans, especially for teenagers. Direct purchase and agency; requests replies in French. S. Kahan & Fils, (manufacturer), 113 rue d'Aboukir, Paris.

Coat, raincoat, sportswear: in glazed or velvet kid; plastic materials (coated with knitted fabric or foam); irridescent material; foam coated knitted material. Direct purchase and agency; requests replies in French. Ets. S.P.A.S.—Societe Parisienne d'Articles Sports et Vetements Confectionnes, (manufacturer), 16 Faubourg Saint-Denis, Paris 10e.

ITALY—Terrycloth jackets, garments for the beach. Direct purchase and agency. Lodovico Ghini & C. s.n.c., (manufacturer), via Pontevecchio 94A, Carasco (Genova).

231 Men's, Youths', Boys' Suits, Coats, Overcoats

FRANCE—Sportswear. Direct purchase and agency; requests replies in French. Lener Cordier, (manufacturer), 12 rue de Pres, Hazebrouck (Nord).

232 Men's, Boys' Furnishings

● **BURMA**—Swimwear (Gents/Ladies/Children), quantity 3,000. Tender No. 67 SYI-63, bid deadline September 16. Civil Stores Committee No. (2), Yarn/Made Up Textiles Procurement Branch, Rangoon.★ (Telephone: WOrth 2-4294).

FRANCE—Men's, women's blue jeans; requests replies in French. Linne Desmaziere & Cie., (manufacturer), Rue Kleber, Houplines (Nord).

Work clothing, sportswear. Direct purchase and agency; requests replies in French. Sema, (manufacturer), 21 rue Louis Blanc, Courbevoie (Seine).

233 Women's, Misses', Juniors' Outerwear

FRANCE—Women's dresses, suits. Direct purchase and agency; requests replies in French. Maison Ariane (manufacturer), 61 rue du Faubourg Poissonniere, Paris.

Blouses. Direct purchase and agency; requests replies in French. Sema, (manufacturer), 21 rue Louis Blanc, Courbevoie (Seine).

Coats, suits, sportswear. Direct purchase and agency; requests replies in French. Mr. N. Jungerman, (manufacturer), 52 Faubourg poissonniere, Paris.

238 Apparel, Accessories

FRANCE—Waterproof clothing. Direct purchase and agency; requests replies in French. Lener Cordier, (manufacturer), 12 rue des Pres, Hazebrouck (Nord).

All kinds of raincoats for men, women, children. Direct purchase and agency; requests replies in French. Ets. B.H.G.—Brumaire, (manufacturer), 46 rue de Turenne, Paris 3e.

242 Lumber Products

● **CEYLON**—Pine boards: ceiling ½" x 6" (25,000 board ft.) and flooring 1" x 6" (170,000 board ft.). Bid deadline September 11. Submit bids to the Chairman, Tender Board, Ceylon Transport Board, Kirula Rd., Narahinpita, Colombo.

262 Paper Mills, Products

■ **CONGO REPUBLIC**—Newsprint, whole rolls, size 126 cm., 85 cm., approx. 40,000 kg.; half rolls, 63 cm., 85 cm., 20,000 kg. Offers to be made with samples. Fas U.S. port. Quota No. industries No. 33 S-2. PA#660-000-355-3203. U.S. source. Quotations desired by August 31. Imprimerie Concordia Scarl, B.P. 1432, Leopoldville 1. SBC-307.

264 Converted Paper, Paperboard Products

ECUADOR—Lithographed paper bags for seed. Manuel H. Guerrero, (importer, manufacturer), P.O. box 4987, Cuenca. WTD 7/16/63.

ENGLAND—Twelve million fire proof paper bags approx. 9 in. by 1⅛ in.; a sample of type bag desired is available on a loan basis from the Trade Opportunities Section, BDSA-111, Rm. 4317, WO 7-4674, Department of Commerce, Washington, D.C., 20230. J. Taylor, (Cardiff), Ltd., (wholesaler, importer, manufacturers' agent), 86 Albany Rd., Cardiff, Wales. WTD 7/25/63.

280 Chemical Products

GERMANY—Synthetic resins, solvents, softeners. Direct purchase and agency. Firma Dr. Guenter Neumann, (manufacturer, wholesaler, sales agent), 5 Schoenbuehlstr., Stuttgart-0.

Heavy chemicals, wood tar, hydrocarbon (toluene, xylene); requests replies in German. Wilhelm Schwardmann Chemie GmbH, (importer, wholesaler), Rumannstr. 38, Hannover. WTD 9/20/61.

281 Industrial Chemicals

● **GREECE**—Copper sulfate, crystal form, 8,000 mt.; tender No. 1768, bid deadline September 3. Agricultural Bank of Greece, 12-14 Karageorgi, Athens.★ (Telephone: Worth 7-3910).

ITALY—Basic products for pharmaceutical industry; chemical products in general. Direct purchase and agency. Serenissima di Alberto Teardo, (importer, wholesaler, exporter), 12r via Lorenzo Pareto, Genova. WTD 5/10/63.

SOUTH AFRICA—Factice used as an additive or extender, improver of rubber. Direct purchase and agency. John Beith, (Chemicals & Sales), Pty., Ltd., (importing distributor, manufacturers' agent), P.O. box 280, Durban, Natal. WTD 12/21/62.

282 Synthetic Materials

AUSTRALIA—Raw plastics for extruding; especially interested in new products, manufacturing methods. Electra Industrial Cables, Pty., Ltd., (manufacturer), 110 Monetgue Rd., South Brisbane, Queensland. WTD 7/31/63.

FRANCE—Thermoplastic sheets or rolls: 0.10 to 0.50 mm. thick, for fabrication of packaging. Direct purchase and agency; requests replies in French. Tubophane, (manufacturer), 108 rue de Flandre, Paris 19e.

Plastic material to be used to manufacture shoes, bags, portfolios. Consortium des Cuirs & Peaux, (importer, exporter), 1 rue Beaurepaire, Paris 10e. WTD 6/26/63.

GERMANY—Low pressure polyethylene monofilament, foils or sheets; polyethylene sheet scrap, lumps, transparent and colored. Ernst Sauerbrey & Co., (importer), Karnapp 36a, Hamburg-Harburg. WTD 2/16/62.

NORWAY—Plastic sheets, rods, panels, laminates for the building trade; requests replies from manufacturers only. Direct purchase and exclusive agency. Gustaf Aspelin, (importing wholesaler), Ostre Akervei, Oslo. WTD 5/3/63.

283 Drugs

● **CEYLON**—Tolbutamide B.P. 1958 (Addendum 1960) 0.5 grm., 800,000 tablets, packed in bottles of 100. Bid deadline October 15. Chairman, Tender Board, Ministry of Health, Colombo.★ (Telephone: WO 7-3394).

● Aspirin, codeine tablets, acid acetylsalicylic B.P. (0.5 G) 8 Grains: codeine phosphate B.P. ⅛ Grains (8 mg.), 3 million tablets, in screw capped airtight bottles of 1,000 tablets each. Bid deadline September 24. Chairman, Tender Board, Ministry of Health, P.O. box 500, Colombo.★. (Telephone: WO 7-3394).

FRANCE—All kinds of veterinary products. Direct purchase and agency; requests replies in French. Laboratories Cesari, (manufacturer, exporter), 36 rue du magasin, Lille (Nord). WTD 7/8/63.

287 Agricultural Chemicals

■ **CONGO REPUBLIC**—Tester brush killer emulsionable oil content in 2.4.5. tester butilique 50% p/v, equal acid, 40%, specific wgt., 1.05-1.06. Percentage in equal acid min 480 gr. per liter at 20°c. PA#660-000-355-3001. U.S. source. Quotations desired by August 25, and should be sent to Busira Lomani c/o Agricom 13 rue de Brederode, Bruxelles, Belgium. SBC-307.

● **GREECE**—Adrin, w.p., 30 mt.; 2, 4-D, sodium salt, 25 mt.; winter oil emulsion with dnoc, 30 mt.; parathion, e.c., 60 mt.; copper

oxychloride, 300 mt.; glyodin, 500 kg.; DDT, w.p., 30 mt.; heptachlor, w.p.; 10 mt.; karathane, w.p., 500 kg.; kelthane, w.p., 10 mt.; zineb, w.p., 70 mt.; sevin, w.p., 6 mt.; melprex, w.p., meta-systox, 5 mt.; meta-systox R 5%, 5 mt.; systox, 1,500 kg.; tepp, 100 kg.; dimecron, 1 mt.; phencapton, 1 mt.; chlorobenzilate, e.c., 2 mt.; tepp-ovotran, e.c., 6 mt.; captan, w.p., 50 mt.; series "A," bid deadline August 29. Cotton dust, gamma isomer of bhc, 3%, ddt, 10%, sulfur, 40%, 150-170 mt.; potassium carbonate, 900 mt.; summer oil emulsion, 150 mt.; phosphine, 350 kg.; pyrenone dust concentrate, 2 mt.; 2,4-D and 2,4,5-T mixture, 1 mt.; cotton dust, toxaphene, 10%, ddt, 5%, sulfur, 40%; ethylene dichloride-carbon tetrachloride mixture, 8 mt.; spreader-sticker material, 1 mt.; gibrel, 100 gr.; ekatin, e.c., 1 mt.; ethylene chlorhydrine, 1 mt.; series "B," bid deadline September 12. Tender file No. 1771. Agricultural Bank of Greece, 12-14 Karageorgi Servias St., Athens.★ (Telephone: WOrth 7-3910).

MALAYA—Chemical insecticides: all compositions, must be emulsion or wettable powder for gardens, estates; also fungicides; fertilizer: complete line for gardens, estates; suitable for foliar feeding; requests quotations cif Penang, samples. Agricultural Farming Co., (importer, exporter, retailer, wholesaler), 17 Light St., Penang. WTD 7/15/63.

291 Petroleum Refining

GERMANY—Petrolatum, mineral jelly for industrial use. Indian Refining Co., (importer, wholesaler), Borstelmannsweg 180/182, Hamburg 26.

Extra light fuel oil, base oils in bulk; requests replies from producers only. Direct purchase and agency, von Appen & Co., (importer, sales agent), Hohe Bleichen 5, Hamburg 36. WTD 8/2/61.

Gas oil, fuel, gasoline. Nominol Vertrieb Dr. Fritz Mund, (importer, wholesaler), Dornstuecken 21, Hamburg-Grossflottbek.

Gasoline, gas oil, Diesel oils in bulk. Idolinoele Vertriebsges. mbH, (importer), Humboldtstr. 58-60, Hamburg 22.

Gasoil, fuel oils in bulk. Georg von Giesche's Erben Handelgesellschaft mbH, (importer), Kattrepelsbruecke 1, Hamburg 1.

299 Petroleum Products

■ **BOLIVIA**—Mobilgrease, various kinds, quantities. Invitation No. 11. Loan No. 511-L-014. U.S. source. Bid deadline August 26. Corporacion Minera de Boliva, Casilla 349, La Paz. Specifications, terms and conditions may be obtained from the Embassy of Bolivia, 1145-19th St., NW., Suite 218, Washington, D.C. Attn: Dr. Salcedo.★ SBC-310.

301 Tires, Tubes

■ **BOLIVIA**—Studded sure grip tires, various sizes and descriptions, 2,000 pcs.; inner tubes, various, 600 pcs. Invitation No. 12. Loan No. 511-L-014. U.S. source. Bid deadline August 26. Corporacion Minera de Boliva, Casilla 349, La Paz. Specifications, terms and conditions may be obtained from the Embassy of Bolivia, 1145-19th St., NW., Suite 218. Washington, D.C. Attn: Dr. Salcedo, SBC-310.

● **VIETNAM**—Tires, tubes, 836 each, for cars, trucks, motorcycles; tender No. 0939-16073, bid deadline September 4. Central Purchasing Authority, P.O. box H-5, Saigon.★ (Telephone: WOrth 7-3381).

306 Fabricated Rubber Products

■ **CONGO**—Storage battery plates dry charged, $15,000; peerless microporous rubber separators, $3,000; battery boxes, covers, vents, approx. $8,000. Various quantities, descriptions. Quota No. 33 S.3. PA#660-000-355-3204.

■ Storage battery plates, dry charged, approx. $4,400; peerless microporous rubber separators, $600; battery boxes, covers, vents, $3,000. Various sizes, quantities. Quota No. 1292/01/AID-I/115 Quota S.4. PA#660-000-355-3206.

Both the above are for Soconac, B.P. 137 Limete, Leopoldville. Quotation date August 31.★ SBC-307.

307 Plastics Products

AUSTRALIA—Plastic dinnerware. Keith Parslow Agencies, (wholesaler, importer, agent), Albert House, King George Sq., Brisbane, Queensland.

FRANCE—Plastic material used in manufacturing shoes; requests replies in French. Marcel Veillon, (agent), place de la Republique, Cholet, Maine & Loire.

New types of plastics; plastic housewares; industrial articles made of plastic; requests replies in French. S.I.T.A.P., (manufacturer), 20 rue Sainte-Croix-de-la-Bretonnerie, Paris 4e.

GERMANY—Plastic table covers, particularly those with white designs printed on clear plastic; requests replies in German from manufacturers only; sample available on loan basis from Trade Opportunities Staff, BDSA-111, Rm. 4317, Department of Commerce, Washington, D.C. 20230 (Telephone: WO 7-4674). Gummi-Kalmann, (retailer, wholesaler), Postfach 3509, 48 Bielefeld. WTD 11/6/62.

322 Glass, Glassware

AUSTRALIA—Heat-resistant glass kitchenware. J. D. Adams & Co., (manufacturers' agent, distributor), 27 B. Cordelia St., South Brisbane, Queensland. WTD 7/31/63.

Glassware. Keith Parslow Agencies, (wholesaler, importer, agent), Albert House, King George Sq., Brisbane, Queensland.

MALTA—Oven-glass articles. The Glaselan Trading Co., (importer), 360 Prince of Wales Rd., Sliema.

325 Structural Clay Products

TURKEY—High alumina clay refractory bricks; requests quotations via airmail, cif Izmir. Cimentas, Izmir Cimento Fabrikasi, T.A.S., (cement manufacturer), Kemalpasa Yolu, Izmir.

326 Pottery

AUSTRALIA—Crockery. Keith Parslow Agencies, (wholesaler, importer, agent), Albert House, King George Sq., Brisbane, Queensland.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

■ **INDONESIA**—Refractories firebricks, model ritex CS 89-91, 230x150x89 m/m 9.3 kg/pcs, 37,500; ritex CS 67-60, 230x150x67 m/m, 7.1 kg/pcs; ritex CS, 53-48, 230x150x53 m/m 5.6 kg/pcs, 900 each. Invitation No. 497-205-SM/T/AID/0718. Loan No. 497-K-013. U.S. source. Bid deadline August 26. Indonesian Supply Mission, 5 E. 68th St., New York 21, N.Y., where specifications, terms, conditions are available. SBC-310.

TURKEY—Magnesite bricks; requests quotations via airmail, cif Izmir. Cimentas, Izmir Cimento Fabrikasi, T.A.S., (manufacturer), Kemalpasa Yolu, Izmir.

331 Steel Mill Products

● **GREECE**—Steel rails, French type 31,576 kg./m, 13,600 mt.; fish plates, 40 mt.; bearing plates, 530 mt.; sleeper screws, 160 mt.; a quantity of rail anticreeping devices for 230 km. single 1 m. guage lines. Tender No. B/488/63, bid deadline August 30. Minister of Commerce, State Purchases Directorate "B," 50 Socratous St., Athens.★ (Telephone: WO 7-2363).

● Steel plates, for shipbuilding purposes, 12 items ranging from .90 m. to 2.4 m. in width, 5 m. to 8.7 m. in length and 3 mm. to 20 mm. in thickness, approx. 322,000 kg. Tender No. B/495/63, bid deadline August 29. Ministry of Commerce, State Purchases Directorate "B," 50 Socratous St., Athens. Offers shall be accompanied by a translation in Greek.★ (Telephone: WO 7-2363).

■ **INDIA**—Mild steel soft bright sheets, various numbers Philips' Specification, large quantities; mild steel soft bright in coils, same. Import license No. DL/55/254/03101/0101. Philips India, Ltd., 19, Convent Rd., Calcutta 20.★ Quotations desired by August 25.

■ 18 SWG steel galvanized wire for the manufacture of paper insulated lead covered power cables, 15 tons; steel tape for the manufacture of pilc cables, size from 1½"-2", 132 tons, to US Spec. 307; hot rolled mild steel strip for armouring, various. Import license No. DL/55/1232/03101/0115. Quotations desired by August 19. Universal Cables, Ltd., 15 India Exchange Pl., Calcutta 1. Cable: SATNA.

Both the above are for loan No. 386-H-082. U.S. source.★ SBC-302.

■ Alloy steel in "as rolled" condition, spec. en 353, equivalent to sae No. 3120, same to en 354, comparable to sae 3120; same to en 5 k, comparable to sae 1030; en 353, comp. to sae 3120; en 5 k,-sae 1030; alloy steel in forged and annealed condition to en 19B,-sae 5135 or 3135; alloy steel in forged and annealed condition to en 15 Am-sae 1137; alloy steel, "as drawn" condition, to en 15 am-to sae 1137; same to en 5 k-sae 1030; alloy steel to certain chemical composition. All in various sizes, quantities. Cif basis. Loan No. 217. Import license No. DL/55/619/03 1 01/0309. Quotations desired by August 20. Bajaj Auto., Ltd., 134 Dr. Annie Besant Rd., Worli, Bombay 18.★

■ Cold rolled steel strip and sheets for electric horns, diaphragms 24, 25, 26 and 27 swg. thickness, as per specifications used in the Sparton electric horns of U.S.A. U.S. source. Loan No. 386-H-082. Import license No. DL/55/507/03 0 02/0112. Quotations desired by August 25. Acme Batteries, Pvt., Ltd., G.T. Rd., Delhi Shahdara. Cable quotations acceptable. SBC-310.

INDONESIA—Steel plates, flat bars for building and repair of coastal vessels from 400 to 500 t. Djantra Trading Corp., Ltd., (importing distributor), 27 A-B Hadji Agus Salim, Djakarta. WTD 7/18/63.

■ Steel grinding balls, 3½" dia., and 3", 10,000 kg. each; 2", 15,000 kg., 1½", 20,000 kg.; 1¼", 25,000 kg. Invitation No. 497-200-SM/T/AID/0188.

■ Galvanized round spring steel wire, special tempered quality, tensile strength 90-110 kg. sq. mm. commercial galvanizing, supplied with catchweight coils of irregular weight, size 1/16", 6,000 kg.

■ Wrought, black seamless pipe fittings, 6"

dia., 532 kg., 40 pcs., 8", 975 kg., 40 pcs.; 10", 828 kg., 20 pcs.

■ Black seamless steel pipes of sm steel, grade a, to astm spec. a 53/60 t, schedule 40, with work's test certificate, according to din 50049/2 in lengths of about 6 m. with tolerance of 500 mm., plain bevelled ends, dia. 6", length approx. 288 m., wgt. 8,121 kg., 48 pcs.; same, but 8" dia., 216 m. long, wgt. 9,180 kg., 36 pcs., packed loose or in bundles.

All the above are for loan No. 497-K-013. U.S. source. Invitation No. 497-200-SM/T/AID/0188. Bid deadline August 26. Indonesian Supply Mission, 5 E. 68th St., New York 21, N.Y., where specifications, terms, conditions are available. SBC-310.

■ **PAKISTAN**—G.C.I. sheets, 1.25 oz. zinc coating, 10/3 corrugation. 6'-10'/3', 24, 26 bg g.i. plain sheets, 16,18,22,24,&26 bg, m.s. angles, 2, 2½, 3"x¼" & ⅜"; r.s. joists; c.i. pipes; m.s. plates; m.s. channels, various sizes, $23,100. IL#267889. Mohammad Masood Raza & Co., 73 Nawabpur Rd., Dacca. Cable: RAZACO.

■ Pig iron, foundry grade, $75,257; m.s. plates, ordinary commercial quality, hrca/crca or equal; m.s. joists, girders, commercial quality; m.s. angles, usual commercial quality, various sizes, $6667; bars, channels, $5833. IL#270289. Meghna Engineering Works, Ltd., 680/A, Jubilee Rd., Chittagong, E. Cable: AMRELIWALA, Chittagong.

Both the above are for loan No. 391-H-066. U.S. source. Quotation deadlines August 27. SBC-312.

■ Mild steel billets, 2, 2¼, 2½, 3¾, 3, and 3¼" size, standard lengths with max. 10% shorts, down to 2½ m., to sae-1020 and/or 1025. Each billet stamped/marked with heat number and certificate to show chemical composition. Amount $436,506. Import license No. 153165. Sultan Mowjee Steel Industries, Ltd., Dost Bldg., Chittagong. Cable: CASTINGS.

■ M.S. billets, size 2, 2¼, 2½, 2¾, 3" and 3¼" standard lengths with max. 10% shorts down to 2½ m. To sae-1020 or 1025. Heat test marked. Import license No. (1) 153161, $161,131.32; (2) 153162, $68,670; (3) $12,166.56. Sultan Mowjee Steel, Ltd., Dost Bldg., Chittagong. Cable: CASTING.

■ Pig iron pt 1/15 analysis, C. 3-4.5%, silicon 2.25-2.75%, mn. .5-1%, su. .05% max., phos. 4%. $33,700. IL# 276525. M/S. Nowabali & Bros., Pathantolly, Agrabad, Chittagong.

All the above are for loan No. 391-H-066. U.S. source. Quotation deadline August 27. SBC-312.

■ Steel wire specially prepared for main ribs bwg 13½, 60 carbon; same bwg 14, 40 carbon. $14,508.27. IL#269552. Hajee Mohamed Saleh & Sons, 232 Anderkilla, Chittagong, E.

■ Galvanized corrugated steel sheets, $14,196. Size 3'x6,7,8,9,10', 28 G, equal proportion; galvanized steel pipes, ½"-3" dia., equal proportions, $8,872; galvanized steel plain sheets, 14-22G, 24-31 G, equal amounts, $5,324; black steel plain sheets, $3,549. 16G-30-G, equal; mild steel angles, 2"x3"x¼", new price, U.S. Open hearth, $3,549. Total amount $35,490. Rahmania Trading Co., 172 Khatunganj Rd., Chittagong, E. Cable: KAMYAB. IL#266727.

■ All bright flat electrolytic tinplate, 18x24" and larger, not exceeding 34x34, assorted to size and weights. $7,350. IL#282601. Sterling Plywood Products, Ltd., Quaid-E-Millat Rd., Chittagong. Cable: PLANTERS, Chittagong.

All the above are for loan No. 391-H-066. U.S. source. Quotation deadlines August 27. SBC-312.

■ M.S. sheets, black plain, c.r.c.a., size 6'x3'x24, 26, 28 guage in metallic evelopes of one ton, three each or in bare bundles. $14,490. IL#270642. New Era Trading Co., Ltd., Dost Bldg., 2nd Fl., M.A. Jinnah Rd., Chittagong. Cable: CASTINGS.

■ Galvanized corrugated steel sheets, 26 bg, zinc coating 1.25 oz., sizes 6, 7, 8, 9 & 10', $35,000; mild galvanized plain sheets with zinc coating 1.25, 24 and 31 bg x 3' x 6' & 8', $11,795; U.S. standard galvanized iron pipes, astma-a-120, British threaded and couplings, 1½" and 1" dia. in length 20/21 ft. each, $11,795. IL#259965. Hoosen Bros., 343 Khatunganj, Chittagong.

■ Cold rolled mild steel black sheets, $4,200, 3'x6'x20-34 guage; galvanized flat plain sheets, zinc coating 1.25 oz. per sq. ft., 3'x6'x26-34 gauge, $3,150; tin plates, electrolytic waste waste, $1,260; g.i. wire, soft quality, 20 to 24 g. $336. IL.#272833. Messrs. J. B. Trunk Factory, 257 Anderkilla, Laldighi West Chittagong.

All the above are for loan No. 391-H-006. U.S. source. Quotation deadlines August 27. SBC-312.

■ Pig iron machine cast foundry grade, cast slabs of about 32 lb. each, $96,998.37. Import license No. 153141. New Era Metal Industries, Ltd., Dost Bldg., 2nd Fl., M.A. Jinnah Rd., Chittagong.

■ M.S. black pipes, 2", 4" & 8" dia., galvanized iron/steel pipes, British threads and sockets, 18'-22' lengths, 1½, 1, ¾ & ½" dia.; m.s. plates and/or sheets, 4'x8' size, ⅛", ¼" and 3/16" thickness. IL#266456. M/s Dora & Co., 9 Nandan Kanan 1st Lane, Chittagong, Cable: DORA. Amount $63,000.

■ Sand cast foundry pig iron, $6394; ms. sheets, 12, 14, 18, 20, 22, 24, 26 & 28 g, ms. wire 8 g and above, $6,584; steel wire, 4, 6, 8, 10, $10,724; galvanized iron wire soft, 8, 10, 12, 14, 16, 18, 20, 22, 24 G, $15,750. IL#s. 267881, 267887, 267879, 267877. Epak Traders, Industrial Div., 73 Nawabpur Rd., Dacca 1. Cable: RAZACO.

All the above are for loan No. 391-H-066. U.S. source. Quotation deadlines August 27. SBC-312.

● **TURKEY**—Steel tubes, heat resistant, 51 mm. O. D. x 4 mm. thickness x 6.5 and 7 m. long, 400 m. (Sicromal Tubes). Tender No. 3001-350, bid deadline August 29. Malzeme Mudurlugu, Denizcilik Bankasi T.A.O., Bahcekapi, Istanbul. (Material Purchasing Dept.).★ (Telephone: WO 7-2363).

● Boiler tubes, seamless, used on steam and exhaust system, 20 mm. thru 191 mm. outside dia., x 2.5 mm. thru 7 mm. thickness x 5 and 7 m. long, approx. 14,650 m., with A.B.S. test certificate. Tender No. 3001-349, bid deadline August 29. Malzeme Mudurlugu, Denizcilik Bankasi T.O.A., Bahcekapi, Istanbul. (Material Purchasing Dept.).★ (Telephone: WO 7-2363).

332 Iron, Steel Foundries

DENMARK—Ingot moulds: best quality hematite cast iron: corrugated ingot moulds 1290/728 mm. x 1600 mm.; each weighing approx. 5.250 kg., in accordance with drawing No. U 4169 A; corrugated ingot moulds 1600/860 mm. x 1600 mm., each weighing approx. 7.500 kg., in accordance with drawing No. U 4182; requests quotations cif Copenhagen. Specifications available on loan basis from Iron and Steel Division, BDSA-315, Rm. 4222, Washington, D.C., 20230. (Telephone: WO 7-2363). Eyvind Gunst, (exporter, importer), Frederiksberg Alle 42B, Copenhagen.

333 Primary Smelting, Refining of Nonferrous Metals

FRANCE—Electrolytic copper; in wirebars. Ets. Michel Racine, (metal working), 228 bis rue du Landy, Saint-Denis (Seine). WTD 7/17/62.

334 Secondary Smelting, Refining of Nonferrous Metals

FRANCE—Nonferrous scrap metal. Ets. Michel Racine, (metal working), 228bis rue du Landy, Saint-Denis (Seine). WTD 7/17/63.

335 Rolling, Drawing, Extruding of Non-Ferrous Metals

● **BURMA**—Supply of approx. 6,700 lb. of various numbered enamelled winding wire, d.c.c. winding wire, d.c.c. wire copper, various amps of fuse wire tinned copper; tender No. NIV/296/G-3 (62-63), bid deadline August 27. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon. A copy of tender documents available for reference only in Copper Division, Rm. 4806, Department of Commerce, Washington, D.C., 20230. (Telephone: WOrth 7-2162).

● **GREECE**—Reinsulation or replacement of approx. 249,500 yd. of wornout twin flat cable, cross section 2 x 10, 16, 35 and 50 mm. sq.; est. $200,000; tender No. DMKD-132, bid deadline September 5. Public Power Corp. (PPC), 30 Chalkokondyli St., Athens.★ (Telephone: WOrth 7-2162).

● **INDIA**—Cables switchboard pvc type b of various sizes (approx. 980,000 yd.) and terminating cable lead alloy sheathed 23 swg of various sizes (approx. 158,000 yd.); tender No. P/SE 3/12033-P/IV, bid deadline September 20. Director General of Supplies and Disposals, N.I. Bldg., Parliament St., New Dehli. Specifications available from India Supply Mission, (D/ENQ/742), 2536 Massachusetts Ave., NW., Washington, D.C. 20008, at $2.10 per copy.

● **IRAQ**—Supply of various paper insulated lead covered high tension cables (approx. 24,000 yd.), cable accessories; tender No. 74/63, bid deadline August 25. Director General, Iraqi Ports Administration, Basra.★ (Telephone WOrth 7-2162).

● **TRINIDAD**—Supply and installation of 21 nautical miles of submarine cable between Tobago and Trinidad. Tender Nos. 724 and 725, both having bid deadline September 16. Specifications available from Purchasing Officer, Trinidad and Tobago Electricity Commission, 63 Frederick St., Port of Spain, on payment of refundable deposit of $75.00.

● **UNITED ARAB REPUBLIC**—Supply of carrier cables (approx. 161,000 yd.), loading coils and line equipment for 3-channel systems; tender No. 186/62/202-F, bid deadline September 2. Director General, Telecommunications Organization, Ramses St., Cairo. A copy of tender documents available for reference only in Copper Division, Rm. 4806, Department of Commerce, Washington, D.C. 20230, (Telephone: WOrth 7-2162).

336 Nonferrous Foundries

■ **BOLIVIA**—Stock pots, aluminum, 20 qt., heavy duty Wear-ever, catalog aia, file #35, cat. No. 4251, or equal, 1000; cups, drinking, aluminum, with handles, 13 oz.) as approved and supplied to UNICEF), 250,000. PIO/C No. 511W82AT-9-20287; Limited worldwide (901); bid deadline August 26; Invitation No. MOE-CRS-0006-63; Ministry of National Economy, 1492 Camacho Ave., La Paz. Detailed

specifications, special instructions, conditions, bid forms may be obtained from the Embassy of Bolivia, 1145-19th St., NW., Rm. 218, Washington, D.C. 00000. Attn: Dr. Salcedo. SBC-309.

342 Cutlery, Hand Tools, General Hardware

AUSTRALIA—Casters for industry, hospital. Direct purchase and agency. Holmac, Pty., Ltd., (importer, sales engineer), 22-24 Thurlow St., Newmarket, Brisbane. WTD 7/23/63.

Domestic cutlery. Keith Parslow Agencies, (wholesaler, importer, agent), Albert House, King George Sq., Brisbane, Queensland.

FRANCE—Tools, supplies for glass and mirror making. Ets. Adler, (manufacturer, dealer), 102 Faubourg Saint-Denis, Paris 10e. WTD 6/8/62.

Small household tools; plastic gadgets; requests replies in French. Societe des Ets. Birambeau, (manufacturer), 4 rue de la Pierre Levee, Paris 11e.

INDONESIA—Rivets, deck equipment, other materials for building, repairing coastal vessels from 400 to 500 t. Djantra Trading Corp., Ltd., (importing distributor), 27 A-B Hadji Agus Salim, Djakarta. WTD 7/18/63.

344 Fabricated Structural Metal Products

● **IRAQ**—Supply and delivery; one bolted elevated water tank, 52'-0" high 12'-0" depth,, capacity 129,000 gal., made from 4'-0" x 4'-0" x ¼" pressed steel plates together with ventilator, dust proof manhole covers, inlet float valve, overflow pipes, internal and external ladders. Tender No. 76/63, bid deadline September 1. Iraqi Ports Administration, Basra, Iraq.★ (Telephone WOrth 7-4242).

ITALY—Electric boilers. Serenissima di Alberto Teardo, (importer, wholesaler, exporter), 12r via Lorenzo Pareto, Genova. WTD 5/10/63.

346 Metal Stampings

AUSTRALIA—Kitchenware, saucepans. Keith Parslow Agencies, (wholesaler, importer, agent), Albert House, King George Sq., Brisbane, Queensland.

NICARAGUA—New or used moulds of aluminum, steel or iron for the production of articles of expanded poliestirene (Styropor), such as picnic coolers, kitchenware. Hammer & Stein Cia., Ltd., (manufacturer), Apartado 204, Managua. WTD 12/12/61.

349 Fabricated Metal Products

FRANCE—Pipe fittings, joints. Vamaco, (importer, manufacturer), 8 bld. de Magenta, Paris. WTD 7/17/62.

ITALY—Capillary copper pipe fittings. Serenissima di Alberto Teardo, (importer, wholesaler, exporter), 12r via Lorenzo Pareto, Genova. WTD 5/10/63.

352 Farm Machinery

AUSTRALIA—Centralized fodder system for animal husbandry plant; incubators, brooders, automatic feeding systems, slaughtering units, processing equipment for model poultry farm. J. P. Birrell, (state university), University Architect, University of Queensland, St. Lucia, Brisbane, Queensland.

FRANCE—Grain drying machines. S.T.A.C.I.-Societe de Transactions Agricoles, Commerciales & Industrielles, (importer, dealer), 6 Ave. du Coq, Paris 9e. WTD 7/9/63.

MALAYA—Gasoline-powered lawn mowers, rotary, small up to 21"; heavy up to 24"; also hand driven mowers; light one-man spraying machine; pneumatic, pressure, or other machines suitable for gardens, estates, requests cif Penang quotations for commercial lots, sample machines. Agricultural Farming Co., (importer, retailer, exporter, wholesaler), 17 Light St., Penang. WTD 7/15/63.

NEPAL—Complete equipment for poultry farm, permanent flock of 3,500; breeding flock 18,000, growing flock 18,000; produce 630,000 eggs, hatching approx. 126,000 of these; facilities for slaughtering 9,000 yearly, freezing 27,000 lb.; provision for exploitation of feather and manure by-products, and for miniature poultry service (sale of and technical guidance on small poultry farm units to poorer peasants). Nepal Industrial Development Corp., (promoting industrial growth in Nepal), Juddha Rd., Kathmandu.

353 Construction Machinery

FRANCE—Electrical, pneumatic, electronic tools used in construction. Agence General Industrielle, (manufacturer), 3/5 rue de Metz, Paris 10e. WTD 5/21/63.

Pneumatic grain conveyor. S.T.A.C.I.-Societe de Transactions Agricoles, Commerciales & Industrielles, (importer, dealer), 6 Ave. du Coq, Paris 9e. WTD 7/9/63.

● **GREECE**—Vacuum-type pickup sweepers; cleaning swath not less than 7½ ft. wide, hopper capacity not less than 4 cu. yd. Intended use of sweepers is to clean paved areas in and around commercial jet airport. Tender No. B/509, bid deadline September 12. Kingdom of Greece, Ministry of Trade, Direction General of Procurements, Direction B-State Purchases, Section D, Office I, 50 Socratous St., Athens.

● **INDIA**—Hoists, six, for Spillway Radial gates Koyna Dam plus six sets of special materials for gates. Tenders available for $10.50 per set from the Chief Engineer, Koyna Hydro Electric Project, P.O. Koyna, District Satara, Maharashtra, until September 16. Bid deadline September 23.

SWEDEN—Transportation equipment for handling wooden poles 6-24 m. long from storage piles to railroad cars and trucks. Industri- & Byggnadsaktiebolaget Suecia, (manufacturer), Fack, Malmo 8. WTD 7/18/63.

354 Metalworking Machinery

AUSTRALIA—Used machine tools; boring mills; milling machine; grinders—72"-14". Forrers, Pty., Ltd., (manufacturer, wholesaler), Wharf St., Ipswich, Queensland. WTD 11/19/62.

FRANCE—Ceramic cutting tools for metal finishing. E.F.O.R., (manufacturer, dealer), 88 ave. de Saxe, Lyon (Rhone).

■ **INDIA**—Vertical spindle surface grinder, 36" dia., 12" high, work table load. 3.000 lb., 18"x5"x14" segment, 750 rpm., 5-27½ rpm: suitable for voltage 400/440 v, 3-phase, 50 cycles; set of quick wearing spares. Loan No. 157. U.S. source. Import license No. 978329/DLF-157/62/HQ/CG.I. Ref. No. 4(66)/62-AID-II. Quotations desired by August 28. The Consolidated Pneumatic Tool Co., India, Ltd., 301/302 Agra Rd., Mulund, Bombay 80.★ SBC-302.

■ 2-24" scrap chopper with rotating cast steel cutterhead, flywheels. c.i.f. Calcutta. Import license No. AU/GL/MTC/116/DLF-217/962. Ref. No. 63(341)/63-AID(1). Loan No. 217. U.S. source. Quotation deadline August 31. The Indian Tube Co., (1953), Ltd., 41 Chowringhee Rd., Calcutta 16.★ SBC-310.

INDONESIA—Steel plate bending equipment used in building, repairing of coastal vessels from 400 to 500 t. Djantra Trading Corp., Ltd., (importing distributor), 27 A-B Hadji Agus Salim, Djakarta. WTD 7/18/63.

■ Arc welding electrodes, aws No. E6013, hobart No. 413, 14,483 lb. Every lot of 2000 lb. net must be packed in 40 steel containers and boxed for export in heavy wooden box. Invitation No. 497-4-SM/T/AID/0150. Loan No. 497-K-013. U.S. source. Bid deadline August 26. Indonesian Supply Mission, 5 E. 68th St., New York 21, N.Y., where specifications, terms, conditions are available. SBC-310.

ITALY—Metal cutting saws. Filippo Colin, (wholesaler, retailer), via Miroballo al Pendino 20-24, Naples. WTD 6/24/63.

MALAYA—Gasoline-driven, direct drive chain power saws: cutting lengths 24", 28", 32"; requests cif Penang quotations for regular shipment; two trial machines. Ban Guan Hin & Co., Ltd., (importer, retailer, wholesaler), 25-33 Hugh Low St., Ipoh, Perak. WTD 7/22/63.

NORWAY—Electric-powered portable saws for meat cutting, particularly for use on ships. Direct purchase and agency. Hakon Lund A/S, (importing wholesaler, manufacturers' agent), 24 Storgaten, Oslo. WTD 7/16/63.

355 Special Industry Machinery

CONGO REPUBLIC—Textile machinery: brushing machine, raising machine, tufting machine; requests price quotations, literature. Mr. Victor Rouah, Director, Naim S. Notrica, (importer, wholesaler, manufacturer), B.P. 1180, Elisabethville, Katanga.

● **COSTA RICA**—Complete concrete mixing and batching plant, capacity approx. 40 cu.m. per hr. Tender IFB No. 910, bid deadline Oct. 1. Instituto Costarricense de Electricidad (I. C. E.), Seccionde Proveeduria, Apartado XXXII, San Jose. Information in Spanish.★ (Telephone: WO 7-5589).

ENGLAND—Mechanized crimping machine to seal bags filled with sand. J. Taylor, (Cardiff), Ltd., (wholesaler, importer, manufacturers' agent), 86 Albany Rd., Cardiff, Wales. WTD 7/25/63.

ETHIOPIA—Plant equipment for paint, varnish manufacture; requests illustrative pamphlets and price quotations on individual items as listed. Pebble mill (manufacturing 100 imperial gal. of paint per day), 3' 6" in dia. by 4' long or longer; drive for mill 7½ hp. or more; portable mixer ½ hp.; two drums for handling; scoops, ladles; four handtrucks. Kebede Zelleke, (manufacturer), P.O. box 2342, Addis Ababa.

FRANCE—Machine to produce packaging material (wrapping paper, boxes). Direct purchase and agency; requests replies in French. Tubophane, (manufacturer), 108 rue de Flandre, Paris 19e.

Machine to remove peanut skin (red covering); requests replies in French. Brulerie de Rosay-en-Brie, Nathan Ben-Itah, (manufacturer), Lottisement du Coudray, Rosay-en-Brie (Seine & Marne).

GERMANY—Automatic paint-mixing machines for mixing small quantities of paint for retail sales; requests price quotations cif Hamburg. Lackfabrik Union Eckerle & Co.,

KG, (manufacturer), Rothenhaeuser Str. 10, Hamburg-Wilhelmsburg.

New graphic machinery, equipment, only newly-developed specialties; requests replies from manufacturers only with cif Hamburg or Bremen price quotations. Alfred Necke, (importer), Konrad Haenisch Str. 5A, Hannover.

● **INDIA**—Airconditioning and ventilation plant, supply and installation at Security Paper Mill, Hoshangabad. Tender No. P/SWP-4/31057-P/I, bid deadline October 4. Documents available from India Supply Mission (D/ENQ/743), 2536 Massachusetts Ave., NW., Washington, D.C. 20008, for $2.10 each.

NEPAL—Poultry processing and packing machinery; with facilities for slaughtering approx. 9,000, freezing approx. 27,000 lb.; requests quotations, cataloges. Nepal Industrial Development Corp., (promoting industrial growth in Nepal), Juddha Rd., Kathmandu.

Complete equipment for a plant to produce tinctures, rectified spirits, distilled water; requests price quotations, catalogs. List of machinery desired is available on a loan basis from the Trade Opportunities Section, BDSA-111, Rm. 4317, Department of Commerce, Washington, D.C., 20230. (Telephone: WO 7-4674). Nepal Industrial Development Corp., (promoting industrial growth in Nepal), Juddha Rd., Kathmandu.

NICARAGUA—Machinery, supplies for the manufacture of sandpaper, especially machinery, glues, paper; requests price lists, catalogs. Enrique Pereira, S.A., (importer), 2da. Ave. S.O. No. 307, Managua, D.N. WTD 11/2/62.

● **PAKISTAN**—Two (2) two-stage double-acting vertical-type air compressors TSIB stationary model 510 cft/mm at 100 lb/sq.in., with a.c. 3-phase 440/400 v. motor, v-belt drive with suitable receiver and intercooler complete, or equal. Tender No. P6/C/7/63/5, bid deadline September 4. Controller of Stores (P) Pakistan Eastern Railway, Pahartali, Chittagong.★ (Telephone WOrth 7-5589).

● Packaged airconditioning equipment, two 10-ton units; tender No. 23-14/63/492, deadline August 28. To Mr. F. Rizwi, Purchase Coordinating Officer, T & T Director General, Block No. 48-A, Government Offices, Shahrah-e-Iraq, Karachi.★ (Telephone: WO 7-5589).

● **TAIWAN**—Woodworking machinery, comprising veneer rotary lathe, automatic veneer jointing guillotine, chain-driven plywood scraper, contact belt sander, and 2 automatic veneer splicers. Tender No. IDA/CDC, bid deadline September 6, open to World Bank member countries. Fu Shing Mfg. & Lumber Co., Ltd., (manufacturer of Veneer, Plywood), 5th Fl., 90 Nan Yang St., (or P.O. 317), Taipei.★ (Telephone: WO 7-5589).

356 General Industrial Machinery

● **BURMA**—Centrifugal pumps, two, 15,000 g.p.m.; tender No. NIV/316/G-3 (62-63), bid deadline August 28. Civil Stores Committee, St. John's Rd., Rangoon.★ (Telephone: WO 7-5589).

● **CHINA**—Fine shaft vertical turbine pumps, 152, different sizes; invitation No. IDA-OOOIF, deadline September 11. Central Trust of China, Purchasing Dept., 68 Yen Ping Nan Rd., Taipei, Taiwan.★ (Telephone WO 7-5589).

FRANCE—Water treatment equipment (limestone removing); requests replies in French. Societe Industrielle pour l'Equipment Des Garages-S.I.P.E.G., (manufacturer), 63 ave. Franklin Roosevelt, Paris 8e. WTD 2/12/63.

■ **INDIA**—Requirement of mountings, fittings for steam accumulators, water level gauges, 3 Nos. Loan No. 217. U.S. source. Import license No. A-593391/61/AU-DW/CCI/HQ/RM. Ref. No. 65(117)/63-Aid(1). Quotations desired by August 25. M/s. Walchandnagar Industries, Ltd., Construction House, Ballard Estate, Bombay No. 1. Cable: WALSAKHAR, Walchandnagar.★ SBC-302.

■ Vertical water level gauges for use with steam accumulators to stand working pressure of 350 p.s.i.g., centre distance of flanges of steam and water side should be 4' with protector glass, bore of gauge glass ½" or ¾". Equipment should have a ball check valve for automatically closing the steam and water side and have drains and isolating cocks and valves, 4 Nos. Loan No. 217. U.S. source. Quotations desired by August 25. Import license No. A-588260/61/AU-DW/CCI/HQ/RM. Ref. No. 65(189)/63-AID(1). M/s Walchandnagar Industries, Ltd., Construction House, Ballard Estate, Bombay No. 1. Cable: WALSAKHAR, Walchandnagar.

■ Boiler parts, mounting accessories, long list of various valves, cocks. Loan No. 217. U.S. source. Quotations desired by August 31. Import license No. A-587470/61/AU-DW/CCI/HQ/RM. Ref. No. 65(270)/62-Aid(1). Textile Machinery Corp., Ltd., Belgharia, 24 Parganas, West Bengal. Cable: TEXMACO, Calcutta.★ SBC-302.

■ U.S. right angle gearhead driving vertical turbine pumps, various hp. and capacities, six items. Loan No. 217. U.S. source. Quotations desired by August 28. Import license No. A.588265/61/AU-DW/CCI/HQ/RM. Ref No. 65(324)/63-Aid(1). Joyoti, Ltd., Baroda 3. Cable: JOYOTIPUMPS, Baroda.★ SBC-302.

■ Components for 20-60 ton/day chlorine liquefaction, storage and bottling plant: centrifugal acid circulating pumps; chlorine compressors; liquid chlorine storage tanks; liquid chlorine pumps; instruments; liquid chlorine shipping containers; refrigeration equipment for chlorine; graphite coolers; valves. Import license No. A-587495/61/AU-DW/CCI/H.Q./R.M. Reference No. 65(265)/63-AID(1). Loan No. 217. U.S. source. Quotations desired by August 25. The DCM Chemical Works, Chemical Plant & Eng. Dev. Div., Najafgarh Rd., New Delhi 15. Cable: TECHDESIGN, New Delhi.★ SBC-310.

INDONESIA—Pumps for use on coastal vessels from 400 to 500 t. Djantra Trading Corp., Ltd., (importing distributor), 27 A-B Hadji Agus Salim, Djakarta. WTD 7/18/63.

357 Office, Computing, Accounting Machines

FRANCE—Calculating machines, other office machines. Dactylos-Printess-Planocop, (importer, dealer), 9 rue de Chateaudun, Paris 9e. WTD 4/29/63.

Blue-printing, offset-printing equipment. Dactylos-Printess-Planocop, (importer, dealer), 9 rue de Chateaudun, Paris 9e. WTD 4/29/63.

358 Service Industry Machines

AUSTRALIA—Small refrigerating unit for use in lens preparation; price important; not more than two cu. ft. capacity; 240 v. 50 cycle. Fraser Edmiston Optometrists, Pty., Ltd., (manufacturer), 233 Adelaide St., Brisbane, Queensland. WTD 7/26/63.

FRANCE—Washing equipment; industrial vacuum cleaners for garages, service stations; requests replies in French. Societe Industrielle pour l'Equipment des Garages-S.I.P.E.G., (manufacturer), 63 ave. Franklin Roosevelt, Paris 8e. WTD 2/12/63.

Vending machines. Direct purchase and agency; requests replies in French. Societe Internationale de Vente D'Appareils Menagers-S.I.V.A.M., (importer, dealer), 225 Faubourg Saint-Honore, Paris 8e. WTD 7/5/61.

361 Electric Transmission, Distribution Equipment

● **AUSTRALIA**—Wide range of television testing equipment, including but not limited to the following: very high frequency admittance measuring equipment; very high frequency attenuators; voltmeters; cathode ray oscilloscope; distortion meter. Schedule C 9249, bid deadline October 3. Forms and specifications available from The Controller, Stores and Contacts, Postmaster-General's Dept., 114 Russell St., Melbourne, C. 1.★ (Telephone: WOrth 7-2312).

● Supply of two 132/33/11 kv., 60 mva, 3-phase, on-load top change transformers, Tender No. 1419, bid deadline September 9. Estimated value of contract is $250,000. Electricity Commission of New South Wales, Kelvin House, 15 Castlereagh St., Sydney, N.S.W.★ (Telephone: WOrth 7-4242).

● **GREECE**—Supply and installation of equipment for one 600 kva substation and one 630 kva generating station. Equipment includes five 300 kva three-phase static transformers. Bid deadline October 17. Est. value of contract $63,500. Piraeus Port Authority, (OLP), Piraeus.★

ITALY—Electric; electronic measuring instruments. Pasini & Rossi, (importer, wholesaler), via SS. Giacomo e Filippo 31/1, Genova.

■ **THAILAND**—Pole line hardware: split bolt connectors with spacers and washers, 50,000; stirrup clamps, hot line with eye nuts, 1,500; machine bolts, square head, rolled threads, 10,000; lag screws, fetter drive threads, square head, 10,000; drive hooks, fetter drive with hammer head, 5,000. Loan No. 19. Worldwide (899). Bid deadline August 27. Invitation No. PDC-MEA-166. Purchase & Stores Div., Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok. Cable: METELEC. Single copies of complete invitation to bid are available from the Office of the Economic and Financial Counselor, Embassy of Thailand, 2490 Tracy Pl., N.W., Washington, D.C., 20008.★ SBC-303.

362 Electrical Industrial Apparatus

● **EL SALVADOR**—Turbine pump and electric motor single unit 270 g.p.m. against total head of 435 ft., including column, controls, spare parts. Motor class B 220/400 v., 3-phase, 60 cycle nema specifications. Bid No. IM 26/63, deadline August 29. Administrator Acueductos y Allcantarillados (Proveeduria) Za Avenida Norte No. 512, San Salvador. Specifications in Spanish.★ (Telephone: WOrth 7-4242).

FRANCE—Small electrical apparatuses for industrial uses; photo-electrical cells, micro-motors, micro-relays, special switches. Direct purchase and agency. Electro Controle, (manufacturer), 36 bld. de la Bastille, Paris 12e. WTD 8/22/62.

● **GREECE**—Supply and delivery of two 2,000 kw., 428 rpm. max. diesel-generating sets with auxiliary equipment, one generator for Heraklion plant and one for the Rhodos plant.

Tender No. DED-633, bid deadline September 12. Est. cost $340,000. Public Power Corp., 30 Chalkokondyli St., Athens 102. One copy of specifications available for reference only, Rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington, D.C. 20230. (Telephone: WOrth 7-4242).

363 Household Appliances

CONGO REPUBLIC—Sewing machines for hemming blankets; requests price quotations, descriptive literature. Mr. Victor Rouah, Director, Naim S. Notrica, (importer, wholesaler, manufacturer), B.P. 1180, Elisabethville, Katanga.

FRANCE—Stoves with built-in-ovens, cooking tops, refrigerators, washing machines, air conditioners. Direct purchase and agency; requests replies in French. Societe International de Vente D'Appareils Menagers—S.I.V.A.M., (importer, dealer), 225 Faubourg Saint-Honore, Paris 8e. WTD 7/5/61.

366 Communication Equipment

AUSTRALIA—Electronic, ultra-sonic burglar and fire detection equipment. Security Nightwatch Service, (industrial security service), 514 Tarragindi Rd., Moorooka, Brisbane, Queensland.

Intercommunication system for new administration building. Mr. T.J. Keith, Assistant Registrar-Planning Section, Australian National University, (government agency), Canberra, A.C.T.

367 Electronic Components, Accessories

FRANCE—Spare parts for electric, electronic equipment, material. Sonel-Rohe, (importer, dealer), 56 rue de L'Eglise, Paris 15e. WTD 4/4/63.

ITALY—Thermionic tubes, semiconductors, electronic components. Pasini & Rossi, (importer, wholesaler), via SS. Giacomo e Filippo 31/1, Genova.

369 Electrical Machinery, Equipment, Supplies

● **BURMA**—Supply of 220 lead acid type batteries including 20 six v., 20 plates; 60 12-v., 19 plates and 80 12-v., 21 plates. Tender No. NIV/297/G-3(62-63), bid deadline August 27. The Chairman, Civil Stores Committee (L), St. John's Rd., Rangoon.

GERMANY—Electronic aviation devices. Direct purchase and agency. Hans G. Werner & Co., (importer, wholesaler, agent), 17 Falbenhennenstr., 7 Stuttgart. WTD 10/11/62.

371 Motor Vehicles, Motor Vehicle Equipment

■ **INDIA**—P.C.R.C.A. sheets for mgd. oil seals, synamo starting pulleys and tail lights for automobiles. Loan No. 386-H-082. U.S. source. Quotations desired by August 31. Import license No. DL/55/391/03101/0086. M.s. Auto Pins, (India), Regd., Kashmere Gate, Delhi 6. SBC-302.

■ **INDONESIA**—Spare parts for Chevrolet, various part numbers, 10 items, 520 Nos. Invitation No. 497-209-SM/T/AID/0195. Loan No. 497-K-013. U.S. source. Bid deadline August 26. Indonesian Supply Mission, 5 E. 68th St., New York 21, N.Y.,★ where specifications, terms, conditions are available. SBC-310.

NEPAL—10 buses: 40-seat, diesel engine, 168" wheel base, with body or without; i.e., with only engine, chassis; requests price quotations, catalogs. Nepal Industrial Development Corp., (promoting industrial growth in Nepal), Juddha Rd., Kathmandu.

373 Ship Building, Repairing

GREECE—Speedboats. Direct purchase and agency. E. N. Bouboulis & Co., (importer, distributor, sales agent), 1 Akti Tryf. Moutsopoulou, Port of Zea (Passalimani), Piraeus. WTD 7/26/63.

LIBYA—Cruiser or launch to accommodate official parties of 4-8 and crew of 2; high maneuverability, easy maintenance, safety primary requirements; for use within harbour and up to 15 miles offshore in favorable weather; requests airmail replies from manufacturers only with brochures and prices cif Tripoli. A. H. Blagg, Supply Advisor, USAID/Libya, APO 231, New York, N.Y.

380 Professional, Scientific, Controlling Instruments

AUSTRALIA—Latest equipment used in breeding units for laboratory research animals. J.P. Birrell, University Architect, University of Queensland, St. Lucia, Brisbane, Queensland.

381 Engineering, Laboratory, Scientific, Research Instruments

AUSTRALIA—Modern lens hardening furnace. Fraser Edmiston Optometrists, Pty., Ltd., (manufacturer), 233 Adelaide St., Brisbane, Queensland. WTD 7/26/63.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

GERMANY—Precision testing and controlling instruments for chemical industry. Direct purchase and agency. Firma Dr. Guenter Neumann, (manufacturer, wholesaler, sales agent), 5 Schoenbuehlstr., Stuttgart-O.

384 Surgical, Medical, Dental Instruments

● **BURMA**—Supply of 400 life jackets. Tender No. NIV/299/G-3 (62-63), bid deadline August 28. Method of payment through the Burmese Embassy, Washington, D.C. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Telephone: WOrth 7-2939).

● **CHILE**—Supply of 10 medical items, X-ray materials. Bid deadline August 27. Correspondence preferred in Spanish. Specifications and conditions of tender in Spanish. Servicio Nacional de Salud, Central de Abastecimiento, Av. Matta No. 644, Santiago.★ (Telephone: WOrth 7-2939).

FRANCE—All kinds of veterinary products. Direct purchase and agency; requests replies in French. Laboratoires Cesari, (manufacturer, exporter), 36 rue du Magasin, Lille (Nord). WTD 7/8/63.

GERMANY—Hospital medical equipment, apparatus such as syringes, bandages, trays, gauze, physicians' garments, surgical instruments, jackets, patient restrainers, resuscitating apparatus; requests replies from manufacturers only. Aloys Hansen, Sanitaetshaus, (wholesaler, retailer), 59 Schadowstr., Duesseldorf. WTD 7/25/62.

386 Photographic Equipment

FRANCE—Photocopy paper. Dactylos-Printess-Planocop, (importer, dealer), 9 rue de Chateaudun, Paris 9e. WTD 4/29/63.

Photocopying machine. Dactylos-Printess-Planocop, (importer, dealer), 9 rue de Chateaudun, Paris 9e. WTD 4/29/63.

GERMANY—Electrostatic photocopying machines to complement production. A. M. Zimmermann & Co., (manufacturer), 24 Freiligrathstr., Duesseldorf-Nord. WTD 7/17/62.

INDONESIA—35 mm. black and white movie film. Djantra Trading Corp., Ltd., (importing distributor), 27 A-B Hadji Agus Salim, Djakarta. WTD 7/18/63.

391 Jewelry, Silverware, Plated Ware

JAPAN—Diamonds of various sizes for use in costume jewelry; requests catalogs and prices. Kyowa Boeki Bussan, Ltd., (trading co.), 866 Kami 1-chome, Higashi-Ozone, Kita-ku, Nagoya. WTD 5/1/62.

395 Pens, Pencils, Office, Artists' Materials

FRANCE—Staplers, staples, date stamp, office seal, waste paper basket, punches. Direct purchase and agency. Ets. Albert, (importer, dealer), 70 rue de l'Aqueduc, Paris 10e. WTD 8/6/62.

399 Manufacturing Industries

FRANCE—Display equipment, accessories for shops. Direct purchase and agency. Ets. Adler, (manufacturer, dealer), 102 Faubourg Saint-Denis, Paris 10e. WTD 6/8/62.

Gift articles: Kaleidoscopes, teleidoscopes, radiometers, of scientific character. Societe Janie Pradier, (importer, dealer), 78 rue de Seine, Paris 6e.

■ **THAILAND**—Couplings; pipe, welded, g.i., 18-22 ft.; rod, pump; wrench, pipe, threader, pipe; pliers, score tooth; hoist, chain; cutters, general purpose; pump, heavy duty; hose, suction, 2", 20' length; truck, jeep, 1 ton; motorcycle, min. 10 hp., and spare parts; 27 items. Various quantities. PIO/C No. 493-P-59-AB-9-30338. Quotation deadline August 27. Invitation No. PH-DTEC-609.

■ Auger bits; cold chisel; jig saw; typewriters, Thai keyboard; sewing machine, foot treadle; tape recorder; condenser microphone; laboratory equipment such as heart and lung; soil testing outfit; needles, injection; barometer chart; cabrimeter; hygrometer; soldering kit with torch; optical bench; 140 items. Various quantities. PIO/C No. 493-W-64-AR-9-30246. Quotation deadline August 26. Invitation No. EDU-DTEC-607.

■ Generator, portable electric; tape recorder; megaphone, power, portable; Crawler tractor, Diesel; scrapers, capacity 7 cu. yd.; 18 items. Various quantities. PIO/C No. 498(493)-M-81-AA-9-30168. Quotation deadline August 23. Invitation No. INT DTEC-6-6.

For all above, limited worldwide (901). U.S. source. Procurement and supply Div., Dept. of Technical & Economic Cooperation, Ministry of National Development, 962 Krung Kasem Rd., Bangkok. Copies of the Invitation to Bid available from the Office of the Economic & Finance Counselor, Embassy of Thailand, 2490 Tracy Pl., NW., Washington 8, D.C. SBC-311.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

145 Clay, Ceramic, Refractory Minerals

SOUTH AFRICA—Bentonite. A. Blomson, (manufacturers' agent), P.O. box 3920, Cape Town. WTD 5/22/63.

220 Textile Mill Products

FRANCE—Cuffs for men's shirts. I. Goldschind, (agent), 9 rue de Richelieu, Paris 2e. WTD 11/26/62.

224 Narrow Fabrics, Smallwares Mills: Cotton, Wool, Silk, Man-Made Fiber

ITALY—Hosiery cuttings, cotton fabrics. Dr. Angelo Acquadro, (agent), via Asmara, 9, Biella (Vercelli Province). WTD 7/22/63.

225 Knitting Mills, Products

GREECE—Elastic stockings; requests replies from manufacturers only. Philip Tsichlis, (sales agent), 73-a Eolou St., Athens 111. WTD 7/26/63.

227 Floor Covering Mills, Products

GERMANY—Axminster and Wilton rugs, carpets. Manfred Rogler, (sales agent), Stockhausenstr. 3, Hamburg 33.

230 Apparel

AUSTRALIA—High quality men's, women's, children's clothing, sportswear. F.A.F. Boughey, (manufacturers' agent, exporter), P.O. box 32, Neutral Bay, Sydney, N.S.W.

FRANCE—Slacks, ski pants, for men, women; requests replies in French. Nouveautex, (manufacturer), 279 rue Saint-Denis, Paris 2e.

Work clothing, sportswear, shirts for men, women, children; requests replies in French. Fortex, (manufacturer), 3 rue d'Uzes, Paris 2e.

231 Men's, Youths', Boys' Suits, Coats, Overcoats

FRANCE—Casual and sportswear; requests replies in French. Ets. Pierre Tesse, (manufacturer), 36 rue Basse, Lille (Nord).

232 Men's, Youths', Boys' Furnishings, Work Clothing

FRANCE—Trousers for men, boys; requests replies in French. Sococar-Societe Commerciale de Credit Achat & Reparation, (wholesaler), 18 rue de la Chaussee d'Antin, Paris 9e.

Men's work clothing; requests replies in French. Societe- Industrielle du Vetement Labor, (manufacturer), 132 quai de Jemmapes, Paris 10e.

Dungarees, blue duck trousers, jackets for men; requests replies in French. Societe Industrielle des Vetements de Travail Vetra, (manufacturer), Usine de la Chaussee, Le Lude (Sarthe).

Men's trousers, children and teen-agers' suits; requests replies in French. Ets. Bisiaux, (manufacturer), 74 rue Jordaens, Lille (Nord).

233 Women's, Misses', Juniors' Outerwear

FRANCE—Coats, suits for women; requests replies in French. Maison Gelty, (manufacturer), 79 Faubourg Saint-Denis, Paris 10e.

Women's blouses, suits; requests replies in French. Ets. Pierre Carole, (manufacturer), 6 rue des Petite Ecuries, Paris 10e.

Women's dresses, suits, coats; requests replies in French. Societe Nouvelle Alice Munschy, (manufacturer), 34 rue Richer, Paris 9e.

234 Women's, Misses, Children's, Infants' Under Garments

AUSTRALIA—Lingerie, corsets. F.A.F. Boughey, (manufacturers' agent, exporter), P.O. box 32, Neutral Bay, Sydney, N.S.W.

GREECE—Elastic girdles, circular knit type. Philip Tsichlis, (sales agent), 73-a Eolou St., Athens 111. WTD 7/26/63.

239 Fabricated Textile Products

SOUTH AFRICA—Cape net: 80" wide; buckram; roucle lace—72" wide; rayon satin-smooth and crepe; petals and flowers; melusine in the piece; artificial fur with deep pile (furlon type) in the piece for manufacturing women's hats. A. Blomson, (manufacturers' agent), 802 Thibault House, Foreshore, Cape Town. WTD 5/22/62.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

ENGLAND—Plywood, chipboard, hardboard. Corkhill, Hyslop & Co., (agent), 2 Union St., Liverpool, 3. WTD 7/23/63.

272 Periodicals: Publishing, Printing

SOUTH AFRICA—Advertising space selling agent (weekly, monthly, bi-monthly, quarterly, annual). Springbok Publishing Co., (Pty.), Ltd., (advertising consultants, space selling agent), P.O. box 2743, Cape Town.

273 Books

MALAYA—Pocket books, comic books. The News & Periodicals Store, (importer, retailer, publisher, wholesaler commission merchant, sales/indent agent), 52 Bishop St., Penang.

PORTUGAL—Books: fiction, technical, scientific, medical, architectural, art. Livraria Portugal, (Dias & Andrade, Lda.), (importer, wholesaler, retailer), 70 Rua do Carmo, Lisbon 2. WTD 7/22/63.

282 Synthetic Materials

GERMANY—Synthetic resins such as melamines, ureas, alcyds, phenols; other synthetic plastics materials for paint, lacquer, related industries. Exclusive agency. Ludosa Drogen und Lackrohstoffe mbH, (importer), Deichstr. 38, Hamburg 11.

283 Drugs

BELGIUM—Pharmaceutical allergy products; exclusive agency; requests replies in French. S.A. Etablissements Generaux Biophady, (importer, exporter, trader, manufacturer), 4 Quai F. Demets, Brussels. WTD 7/24/63.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

FRANCE—Perfume, beauty products. I. Goldschind, (agent), 99 rue de Richelieu, Paris 2e. WTD 11/26/62.

287 Agricultural Chemicals

AUSTRALIA—Insecticide for veterinary use: active ingredients: 0-0 dimethyl; 2,2,2,-trichloro-1-hydroxyethy phosphonate (96.5%); atropine, 0.5%; particularly interested in "Freed" product. W. D. Dennet, Pty., Ltd., 117 Mullens St., Rozelle, N.S.W.

306 Fabricated Rubber Products

FRANCE—Rubber articles including baby toys, sanitary items. I. Goldschind, (agent), 99 rue de Richelieu, Paris 2e. WTD 11/26/62.

GREECE—Rubber thread, bare and covered; bathing caps, shoes; requests replies from manufacturers only. Philip Tsichlis, (sales agent), 73-a Eolou St., Athens 111. WTD 7/26/63.

307 Plastic Products

FRANCE—All kinds of plastic fittings, accessories used in construction; requests replies in French. Societe Industrielle de Transformation des Plastiques, (manufacturer), 35 rue Saint-Omer, Tourcoing (Nord).

335 Rolling, Drawing, Extruding of Nonferrous Metals

GREECE—Aluminum foil; requests replies from manufacturers only. Philip Tsichlis, (sales agent), 73-a Eolou St., Athens 111. WTD 7/26/63.

342 Cutlery, Hand Tools, General Hardware

AUSTRALIA—Kitchenware, hardware, fancy goods. J. D. Adams & Co., (manufacturers' agent, distributor), 27 B Cordelia St., South Brisbane, Queensland. WTD 7/31/63.

GERMANY—Builders' hardware, such as door knobs, fittings, handles, particularly new types. Erich Harscheidt, (manufacturers' agent), 11 Abendstr., Solingen-Hoehscheid. WTD 10/8/62.

High quality hand tools for wood and metal working. Erich Harscheidt, (manufacturer's agent), 11 Abendstr., Solingen-Hoehscheid. WTD 10/8/62.

349 Fabricated Metal Products

ITALY—Valves for oil refineries. Industriale Commerciale S.r.l., (importer, wholesaler), via XX Settembre 34, Genova.

351 Engines, Turbines

INDONESIA—Outboard motors, 18 to 100 hp. Djantra Trading Corp., Ltd., (importing distributor), 27 A-B Hadji Agus Salim, Djakarta. WTD 7/18/63.

353 Construction Machinery

ITALY—Ship elevators, conveyors, shipboard windlasses, winches. Industriale Commerciale S.r.l., (importer, wholesaler), via XX Settembre 34, Genova.

SWITZERLAND—Hydraulic compressors; platforms, lifts for displacement without removal; pillar drilling machines; lathes of 1 to 1.5 m. turning length; quick loaders; oil counting units; compressed air machines for hand operation; motorcar testing units; ground air balances; electric welding apparatus, nongradual; hydraulic and pneumatic apparatus, armatures, pneumatic stretching devices; water-cooled post-coolers up to 18 atu. for compressors, sand blower units of any kind. Exclusive agency. Serva-Technik AG., (importing distributor), Rietstrasse 10, Glattbrugg/ZH. WTD 7/10/63.

354 Metalworking Machinery

AUSTRALIA—Ceramic wire-drawing dies. Ece Special Products, Pty., Ltd., (importer, agent, wholesaler), Guihen St., P.O. box 98, Camperdown, N.S.W.

GERMANY—High quality power tools for wood and metal processing. Erich Harscheidt, (manufacturer's agent), 11 Abendstr., Solingen-Hoehscheid. WTD 10/8/62.

361 Electric Transmission, Distribution Equipment

AUSTRALIA—Electrical instruments for measuring, gauging. F.A.F. Boughey, (manufacturers' agent, exporter), P.O. box 32, Neutral Bay, Sydney, N.S.W.

ITALY—Measuring instruments, meter, for use in power plants. Industriale Commerciale S.r.l., (importer, wholesaler), via XX Settembre 34, Genova.

363 Household Appliances

FRANCE—Electric shaver. I. Goldschind, (agent), 99 rue de Richelieu, Paris 2e. WTD 11/26/62.

365 Radio, Television Receiving Sets

FRANCE—Radio, television receiving sets, record players; requests replies in French. Societe S.A.E.D.R.A.-Radio L.L., (manufacturers' agent), 5 rue du Cirque, Paris 8e. WTD 12/8/61.

371 Motor Vehicles, Motor Vehicle Equipment

BELGIUM—Tools, garage equipment to expand present lines. Ets. De Crane & Marsily S.P.R.L., (importer, exporter, wholesaler, commission merchant), 250 Desguinlei, Anvers 1, Antwerp. WTD 12/4/62.

381 Engineering, Laboratory, Scientific, Research Instruments

GERMANY—All kinds of laboratory instruments for industrial, chemical, biological, research, control laboratories; especially lines of laboratory measuring and recording instruments, new laboratory supplies; requests replies from manufacturers only in German. Dr. Ing. Kurt Schmalfuss, (manufacturer, importer, exporter, wholesaler, agent), P.O.B. 138 or Mayennerstr. 9, 705 Waiblingen.

ITALY—Hypothermia controls. Giacomo Aroni, (agent), 23, via Sesia, Turin. WTD 2/21/63.

394 Toys, Amusement, Sporting Goods

FRANCE—Mechanical toys. I. Goldschind, (agent), 99 rue de Richelieu, Paris 2e. WTD 11/26/62.

Leads for Importers

Commodities are offered direct unless specified.

013 Livestock Farms

CHILE—Lapislazuli, chinchillas. Dr. Juan J. Grau V., Agustinas 641 Depto. A, Santiago. WTD 7/10/63.

071 Agricultural Services

NEPAL—Raw jute—up to 80,000 lb. of jute. Ramesh Co., 8/219 Makhan Tole, Kathmandu.

207 Confectionery

VENEZUELA—By-products obtained from chocolate manufacturing—such as, cocoa lard. Chocolates El Rey, Santa Rosa a Concepcion 34, Caracas. WTD 7/11/63.

209 Food Preparations

INDONESIA—Nutmegs—"Fuli Pala" nuts of quality Hulu Siau. Amersal N. V., 15 Djalan Gambir, Surabaya. For samples write to Commercial Intelligence Division, BIC, Rm. 1837, Department of Commerce, Washington, D.C., 20230. WTD 7/18/63.

NEPAL—Linseed—up to 80,000 lb. of linseed. Ramesh Co., 8/219 Makhan Tole, Kathmandu.

Cardamon seed—up to 320,000 lb. of cardamon seed. Ramesh Co., 8/219 Makhan Tole, Kathmandu.

223 Broad Woven Fabric Mills, Wool

CHILE—Woolen blankets. Industrias Reunidas Andes S. A. C. e I., Toesca 2570, Santiago. WTD 7/22/63.

229 Textile Goods

NEPAL—Raw wool—up to 40,000 lb. of wool fiber. Ramesh Co., 8/219 Makhan Tole, Kathmandu.

242 Sawmills, Planing Mills

NIGERIA—Types of timber (botanical names in parentheses): Obeche (Triplochiton scleroxylon); Sapele wood (Entandrophragma cylindricum); Lagos mahogany (Khaya ivorensis); Mansonia; Iroko (Chlorophora excelsa); Apa (Afzelia africana); Cottonwood (Ceiba pentandra); White Afara (Terminalia superba); Black Afara or Idigbo (Terminalia ivorensis); Antiaris; Utile (Entandrophragma utile). U.S. exporters should require inspection of timber by Nigerian Timber Assn. before export. Inspection of goods should be repeated at the U.S. port of arrival before balance of payment is made. Mosu-Ogbe Trading Co., Odose Quarters, Ise-Ekiti, Ondo Province. WTD 7/15/63.

New Trade Lists

The Bureau of International Commerce, Commercial Intelligence Division, has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from the Commercial Intelligence Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated August unless otherwise indicated.

American Firms, Subsidiaries and Affiliates—Chile, April.
Hide, Skin and Fur Importers, Dealers and Exporters—Japan.
Instruments, Medical, Surgical, Hospital, Scientific and Process Importers, Dealers and Manufacturers—Switzerland.
Iron and Steel, Nonferrous Metal, and Building Material Importers and Dealers—Philippines.
Paint, Varnish and Pigment Importers, Dealers and Manufacturers—Ecuador.
Plastic Material Importers, Dealers and Manufacturers—Ecuador.
Printers, Lithographers, Engravers and Publishers—Egypt (United Arab Republic).

Visiting Buyers and Officials

AUSTRALIA—Mr. Cyril R. Sexton, representing Nolex Engineering Company Ltd., Cnr. Plain and Royal Streets, East Perth, interested in export of Nolex Products **(butcher shop equipment, radial arm cross cut saws, pleasure boat equipment)**; import of allied American lines or manufacturing of same under license. Scheduled to arrive August 30 via Niagara Falls (private automobile) for a 3-month visit. U.S. address: c/o Danforth/White, Middle Street, Portland, Maine, to Sept. 6. Itinerary: Syracuse, Portland (Maine), Springfield, (Mass.), New York, Chicago, Dallas, Los Angeles, San Francisco.

GERMANY—Helmuth Dietze, Dr. Johannes Krauss, Dr. Wilhelm Becker and Wilhelm Muller, representing Hamburger Kaffee-Import-Geschaft Emil Tengelmann, 32 Ulmenalle, Mulheim-Ruhr, interested in visiting **chain-food stores, shopping centers, warehouses, discounters and low-price outlets.** August 24 via San Francisco for six weeks c/o Department of Commerce Field Office, Rm. 419, Customhouse, 555 Battery St., San Francisco, Calif. 94011. Itinerary: San Francisco, Dallas, New Orleans, Miami/Cape Canaveral, Dayton, Chicago, Detroit, Washington, New York.

India extends bid deadline

The Controller of Purchase and Stores, Damodar Valley Corp., India, has announced the extension of the bid deadline for tender No. PE-SPEC-152 from August 5 to September 16. (INTERNATIONAL COMMERCE, July 15, p. 34).

This tender calls for the supply of switchyard control panels for dvc grid 132/138 kv. substations and 33 kv. receiving stations.

New Books and Reports

***Canadian Trade Index*: 1963. Published by the Canadian Manufacturers' Association. Toronto, 1963. 1,218 pp. $24.**

This newest edition of the Canadian Trade Index has been expanded and improved to include, for the first time, both the names and titles of principal operating executives of the 12,500 listed companies.

Manufacturers are listed alphabetically with addresses, branches, plants, principal products, export representation and brand names. They are also indexed by both province and municipality with company size indicated according to the number of employees.

Bath mats and bath mat sets, infra red heaters, slurry moulding machinery and thermo electric cooling materials are among the new products shown as now made in Canada.

A finely classified products list enables manufacturers in specific lines to be quickly located. Producers, shippers and exporters of agricultural products are indentified in a separate section of the Index which also contains a foreign language cross reference listing of Canadian made products in French, Spanish and Portuguese.

This 63rd annual edition of the Canadian Trade Index is obtainable from the Canadian Manufacturers' Association, 67 Yonge Street, Toronto 1, Ontario, at $24 per copy.

***German Commercial Law*. Ernest C. Steefel. Published by the German-American Chamber of Commerce, 666 Fifth Avenue, New York 19, N.Y. 231 pp. $7.50 (on N.Y.C. orders, add 4% sales tax).**

German Commercial Law is the new title of a third, unrevised printing of the book *Trading Under the Laws of Germany*. The new text has been made available to meet the continuing demand for its predecessor, which appeared originally in 1955 and was based on a Department of Commerce publication.

The present text is designed as a guide in comparative law and as a standard reference in setting forth the basic features of German law applicable to business organizations and transactions. The book covers a range of topics which include contracts, agencies (by power of attorney and by contract), partnerships and corporations, patents, trademarks, copyrights, negotiable instruments, bankruptcy and receivership.

In addition, *German Commercial Law* includes the text of the Treaty of Friendship, Commerce, and Navigation between the United States and Germany, as well as a 16-page index of German and English legal terms.

Subscribers to this magazine may obtain without charge a single copy of an Overseas Business Report described in this issue by making a specific written request, including the OBR number, to the Bureau of International Commerce, Office of Publications and Information, U.S. Department of Commerce, Washington, D.C. 20230

Such requests must be received not more than 15 days after the publication date of the issue of *International Commerce* in which the requested OBR was listed.

***Survey of Industrials, 1963*. Published by the Financial Post. Toronto, Canada, 1963. 383 pp. $5.**

The extent to which most Canadian industries participated in the rise in corporate earnings in 1962 is set out in this 37th annual edition. Trends are shown by comparative information for earlier years.

Data on earnings, assets, liabilities, and dividend payments are contained in reviews of hundreds of individual companies.

Copies of the survey are for sale by The Financial Post, 481 University Avenue, Toronto 2, Canada.

***The Corporate Income Tax in Sweden*. By Martin Norr and Claes Sandels. Published by Stockholms Enskilda Bank. Stockholm, April, 1963. 61pp. Free.**

This booklet summarizes Sweden's corporate income tax structure; gives the basic principles of the corporate income tax; and lists ordinary and other deductions as well as other tax rules of importance to business. It also describes taxes other than income taxes and the international aspects of the Swedish corporate income tax.

Available from the Stockholms Enskilda Bank, Stockholm 16, Sweden.

Overseas Business Reports. U.S. Dept. of Commerce. Washington, 1963. $18 per year ($12 additional for overseas mailing), 15 cents a copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Washington, D.C. 20402.

Basic Data on the Economy of Nepal. OBR 63-103. 13 pp. Describes Nepal's geography, climate, government, economic structure, transportation and communications, power generating facilities and outlook, agriculture, industry, mining, development programs, financial structure foreign trade, trade and exchange controls, and trade with the U.S. and India.

Foreign Trade Regulations of El Salvador. OBR 63-109. 7pp. Describes El Salvador's trade policy, import tariff system, sales and other internal taxes, required documentation and fees, labeling and marking requirements, special customs provisions, non-tariff import trade controls, and U.S. controls affecting trade with El Salvador.

Foreign Trade Regulations of Morocco. OBR 63-110. 7pp. Contains the same general type of information on Morocco as the preceding entry on El Salvador.

U.S. Foreign Trade: Jan.-March 1963. OBR 63-111. 20pp. A statistical summary of the U.S. trading record in the first quarter of 1963. Tables include the value of exports, imports and balance of merchandise trade; indexes of quantity, unit value and value of total merchandise exports and imports; value of exports and imports by economic classes; indexes of exports and imports, by economic class; exports, by SITC commodity groups and principal commodities; exports and imports, by geographic areas; U.S. trade with Soviet-bloc countries; exports, including reexports, by leading countries and areas; and general imports, by leading countries and areas.

***When in Germany, Berlin is a Must*. Published by the Berlin Department of Economics. Berlin, 1963. 16pp. Free.**

This illustrated booklet lists the tax benefits and other privileges offered to foreign investors in West Berlin.

It contains detailed information on incentives such as 75% depreciation allowances, 30% rebates on income and payroll taxes, low-interest long-term loans to finance the construction of new plants

and office buildings, total exemption from the turnover tax, subsidies to offset transportation differentials, and even reduced-rate postal charges.

Persons seeking employment in West Berlin are entitled to a 30% rebate on income tax, and also receive tax-free supplements on wages that do not exceed $700 per month.

Copies of the new booklet are available free of charge on request from The Roy Bernard Company, Inc., 635 Madison Avenue, New York 22, N.Y.

***Taxation of Foreign Investment Income.* By Peggy Brewer Richman. Johns Hopkins Press, Baltimore. November, 1963. 176 pp. $5.50.**

An economic analysis of the principles and policies by which income earned on foreign investments may be taxed. Mrs. Richman analyzes several different means the U.S. Government might employ to tax incomes earned by American businesses on investments abroad.

Part I of the book is a theoretical discussion of the economic criteria applied to the principles of taxing foreign investment income.

Part II deals with the historical development of the taxation principles involved, with particular reference to U.S. policy. Then, in part III, models are developed to test various international tax relationships with respect to the criteria discussed earlier.

Part IV evaluates current U.S. private investment abroad and draws conclusions for policies governing taxation of income from this investment.

The book is available from the Johns Hopkins Press, Baltimore, Maryland, 21218.

***International Trade Reporter's Export Shipping Manual and Foreign Import and Exchange Controls Manual (including Common Market Reference Service).* Published by the Bureau of National Affairs. Washington, D.C. Subscription rates vary.**

The Export Shipping Manual reputedly contains all the shipping information that might possibly be of interest to potential exporters to the world's markets. The Foreign Import and Exchange Controls Manual is designed to assist exporters in coping with the import and exchange requirements of foreign countries. Weekly supplements are issued to keep both publications current.

For further information contact the Bureau of National Affairs, Inc., 1231 24th St., NW., Washington, D.C. 20037.

Booklet catches on

International Legal Materials, after publishing 2 experimental issues during 1962 which were reviewed in this section, is now being published regularly every other month.

It consists of a collection of current source materials in international legal affairs, designed to give prompt and convenient access to new treaties, agreements, legislation, regulations, court decisions, official reports, and other official documents from the U.S., other countries, and international organizations. An annual subscription is $24 ($18 for members of the American Society of International Law).

Address inquiries and orders to:
International Legal Materials
American Society of
International Law
2223 Massachusetts Ave., NW.
Washington 8, D.C.

***Finances for Small-Scale Industry in India.* K.T. Ramakrishna. Asia Publishing House, 119 W. 57th St., New York, N.Y. 1962. 79pp. $4.**

An analysis of the financial needs and problems of small scale industrial units in India, and of the lending and aid institutions, Government agencies, and banks which help to meet such needs.

***Unitex (Universal Telex Information). Vol. III, 4th ed.* Published by Unitex Publishers. Zurich, 1963.**

This volume covers non-European subscribers to the Telex service. Written in 4 languages (English, German, French and Spanish), this edition includes countries such as Chile, Hong Kong, Israel, Kenya, Mexico and Venezuela for the first time. Volume I of the series covered subscribers in East and West Germany, while Volume II dealt with the rest of Europe, including both sides of the Iron Curtain. Thrice-yearly supplements are issued to bring each volume up to date as new subscribers are added.

For further information contact Unitex Publishers, Seestrasse 357, Zurich, Switzerland.

Central African Republic

A detailed report on economic conditions in the Central African Republic in 1962 has been prepared by the U.S. Embassy at Bangui. A copy is available, on loan, from the Bureau of International Commerce, Africa Division (OIRE), Department of Commerce, Washington, D.C. 20230.

***Electric Current Abroad: 1963 edition.* Published by the U.S. Dept. of Commerce, Washington, D.C. 75pp. 30 cents.**

This report lists the characteristics of electric current—type (alternating or direct current), number of phases, frequency (cycles per second), and voltages—found in foreign cities.

The current characteristics and other data included in the booklet relate only to domestic service. Where obtainable, commercial electric characteristics are referred to in footnotes. Order from the Superintendent of Documents, Government Printing Office, Washington, D.C., 20402.

***Taiwan Buyer's Guide: 1962.* Published by the China Productivity and Trade Center. Taipei, 1962. 652 pp. $4 (plus $1.50 postage).**

Contains a classified listing of Taiwan's products, and lists of manufacturers, importers and exporters. Appendices contain lists of commercial representatives abroad, manufacturers, associations, industrial and commercial service agencies, banks, insurance agencies and overseas Chinese commercial organizations.

Copies can be ordered from the China Productivity and Trade Center, 181-6 Chungshan N. Road, Sect. 2, Taipei, Taiwan, China. Cable Address: "CPTC" Taipei.

***France's Fifth Republic and the Business World.* Published by Business International S.A. Geneva, June 1963. 72 pp. $35.**

Current French economic and business problems and prospects in the EEC and world context are reviewed in this research report prepared by the editors of Business Europe.

Principal goals of the current Plan, budget and tax trends, international position of the franc, trends in the labor market, the changing French consumer, and the outlook for foreign trade are discussed.

Basic economic and financial data are included in appendixes.

The report may be purchased from Business International, 757 Third Avenue, New York 17, N.Y.

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Calendar
for international traders

August

22—Meeting of the Foreign Traders Assn. of Philadelphia. Secretarial Suite, Sheraton Hotel, **Philadelphia Pa.** Theme: International Cargo Protected Through Specialized Marking and Techniques.

27-30—1963 Association for Computing Machinery National Conference and International Data Processing Exhibit. Denver-Hilton Hotel, **Denver, Colo.**

September

9—Michiana World Trade Club Meeting. **South Bend, Indiana.**

10—Terminal Report of the U.S. Trade Mission to France. **Chicago, Ill.** Sponsor: U.S. Dept. of Commerce Chicago Field Office.

10—Export Expansion Conference, **San Antonio, Texas.** Sponsor: Regional Export Expansion Council.

10—Terminal Conference of the U.S. Trade Mission to Belgium. **Minneapolis, Minn.** Sponsor: U.S. Dept. of Commerce's Minneapolis Field Office.

11—Minnesota World Trade Assn. Dinner Meeting. Radisson Hotel, **Minneapolis, Minn.**

12—Regular Luncheon Meeting, International Trade Club of Chicago. LaSalle Hotel, **Chicago, Ill.**

14-22—Eastern States Exposition and International Fair, **West Springfield, Mass.**

15-19—American Mining Congress and Convention, Biltmore Hotel, **Los Angeles, Calif.** Commerce Speaker (Sept. 16): Dr. Jack N. Behrman, Asst. Secretary of Commerce for Domestic and International Business.

16—International Affairs Assn. Univ. of Pennsylvania, **Philadelphia, Pa.**

16-20—International Management Congress, **New York, N.Y.** Sponsor: Council for International Progress in Management.

18—International Trade Conference. Lincoln Hotel, **Sterling, Ill.** Sponsor: Industrial Council of the Sterling Chamber of Commerce.

19-30—Houston International Trade and Travel Fair, Sam Houston Coliseum, **Houston, Tex.**

23—Metal Cookware Manufacturers Assn. Meeting. Lake Lawn Lodge, **Delavan, Wisconsin.** Commerce Speaker: Eugene M. Braderman, Director of the Bureau of International Commerce.

23-26—American Society of Association Executives Annual Convention, Adolphus Hotel, **Dallas, Tex.**

29-October 3—Tenth Institute on Foreign Trade, **Champaign, Ill.** Sponsors: Illinois Manufacturers' Assn. and the University of Illinois.

October

1-4—Packaging Machinery Show. Convention Hall, **Atlantic City, N.J.** Sponsor: Packaging Machinery Manufacturers Institute.

3—Foreign Trade Seminar, Foreign Trade Assn. of the Lehigh Valley. **Easton, Pa.**

7-8—Conference of the Far East-America Council of Commerce and Industry, **New York, N.Y.**

7-9—American Management Assn. Seminar. Astor Hotel, **New York, N.Y.** Topic: Investing and Doing Business With Spain.

10—Regular Luncheon Meeting of the International Trade Club of Chicago. LaSalle Hotel, **Chicago, Ill.**

17-18—Fifteenth Annual Virginia World Trade Conference. Golden Triangle Motor Hotel, **Norfolk, Va.** Speaker: E.E. Schnellbacher, Asst. Director of the Bureau of International Commerce.

21-25—1963 Metals and Materials Show. Cleveland Public Auditorium, **Cleveland, Ohio.** Sponsor: American Society for Metals.

24-25—Fall Meeting of the Western International Trade Group. **San Francisco, Cal.** Speakers: Eugene Braderman, Director of the Bureau of International Commerce, and Daniel L. Goldy, Adminstrator of the Business and Defense Services Administration.

1963 Edition

This publication lists, for the information of U.S. manufacturers and exporters, the characteristics of electric current available in principal foreign cities throughout the world.

It is a revision of a similar report published in January 1959 under the same title. The information furnished here was compiled by the Bureau of International Commerce, Office of Commercial and Financial Policy, from data supplied by the United States Foreign Service.

This 75-page booklet may be obtained from any U.S. Department of Commerce Field Office, or from the Superintendent of Documents, Washington D.C., 20402. The cost is 30 cents.

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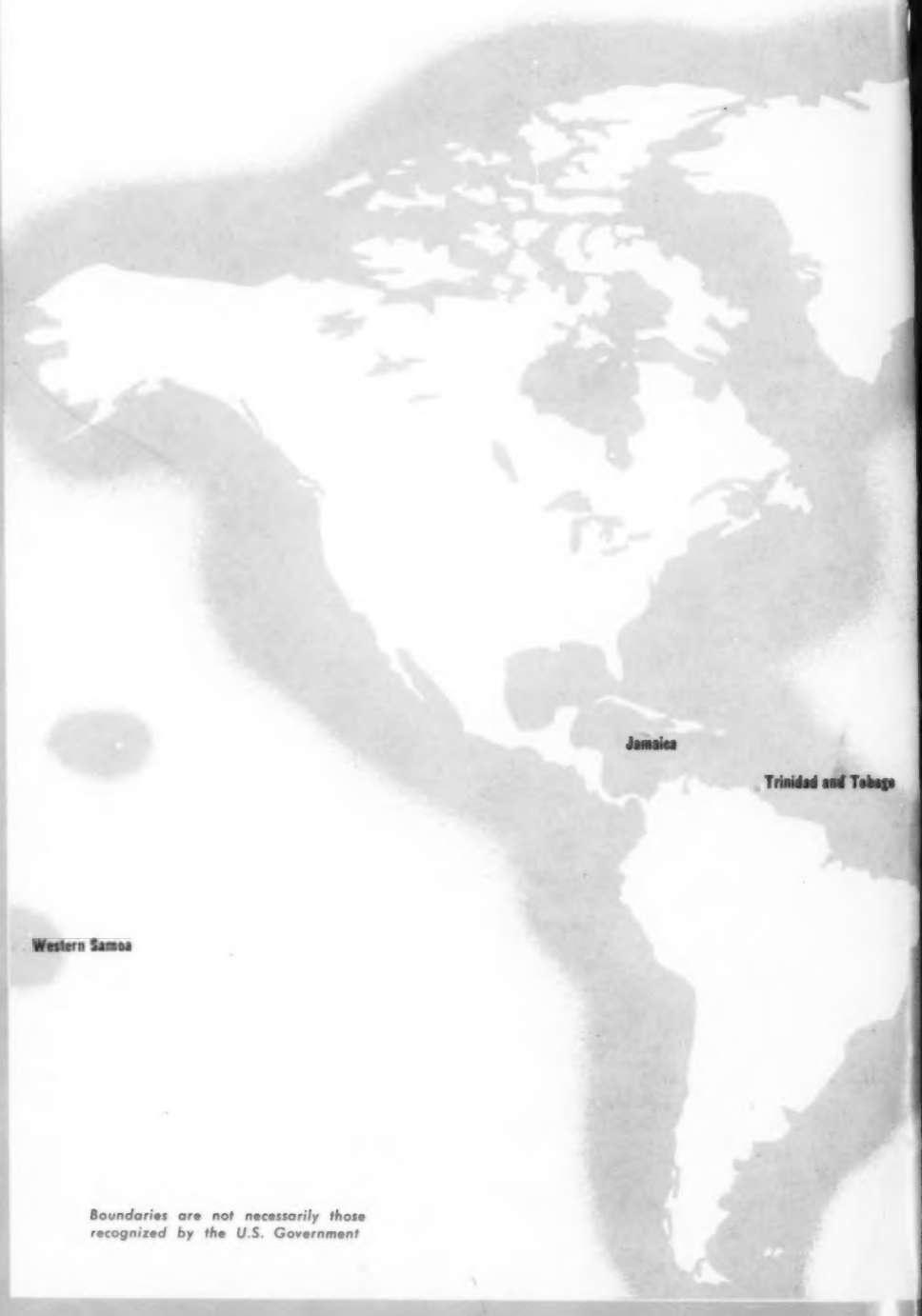
COUNTRY	DATE OF INDEPENDENCE
Algeria	July 3, 1962
Burma	January 4, 1948
Burundi	July 1, 1962
Cambodia	November 8, 1949
Cameroon	January 1, 1960
Central African Republic	August 13, 1960
Ceylon	February 4, 1948
Chad	August 11, 1960
Congo (Brazzaville)	August 15, 1960
Congo (Leopoldville)	June 30, 1960
Cyprus	August 16, 1960
Dahomey	August 1, 1960
Gabon	August 17, 1960
Ghana	March 6, 1957
Guinea	October 2, 1958
Iceland	June 17, 1944
India	August 15, 1947
Indonesia	December 28, 1949
Israel	May 15, 1948
Ivory Coast	August 7, 1960
Jamaica	August 6, 1962
Jordan	March 22, 1946
Korea	August 15, 1948
Kuwait	July 19, 1961
Laos	July 19, 1949
Lebanon	November 22, 1943
Libya	December 24, 1951
Malagasy Republic	June 26, 1960
Malaya	August 31, 1957
Mali	September 22, 1960
Mauritania	November 28, 1960
Morocco	March 2, 1956
Niger	August 3, 1960
Nigeria	October 1, 1960
Pakistan	August 15, 1947
Philippines	July 4, 1946
Rwanda	July 1, 1962
Senegal	August 20, 1960
Sierra Leone	April 27, 1961
Somali Republic	July 1, 1960
Sudan	January 1, 1956
Syrian Arab Republic	January 1, 1944
Tanganyika	December 9, 1961
Togo	April 27, 1960
Trinidad and Tobago	August 31, 1962
Tunisia	March 20, 1956
Uganda	October 9, 1962
Upper Volta	August 5, 1960
Viet-Nam	March 8, 1949
Western Samoa	January 1, 1962



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